

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## MEAT PACKERS STATE THEIR CASE

*Eleventh Annual Convention at Cincinnati Puts the Facts Before the Public as to Packers' Relation to Producer and Consumer*

### GREAT GATHERING OF THE TRADE AND A GREAT TIME

The eleventh annual convention of the American Meat Packers' Association was held at the Sinton Hotel, Cincinnati, O., on Monday, Tuesday and Wednesday, October 9, 10 and 11, 1916.

This eleventh yearly meeting marked the tenth anniversary of the Association's founding. The fact was recalled in impressive fashion by General Michael Ryan, the first president, in his speech at the Cincinnati banquet. From small beginnings the organization had grown to what seemed to him surprising proportions, and now united under its banner are representatives of the leading manufacturing industry of the country.

The Association's patriarch had been absent from these annual meetings for several years because of ill-health. His perspective was therefore clearer than that of those who mingled each year, and who kept so close to things that they may not have fully realized the Association's true proportions.

It did no harm to recall the fact that the meat packing industry, with its more than a billion and a half dollars' worth of products per annum, was the greatest in the country from this standpoint of value of products, and so also the greatest in the world. The suggestion was not offered as a cause for pride, but as a stimulant to greater endeavors to put the industry where it ought to be in public estimation.

What the public does not know about it cannot truly estimate. Therefore the keynote sounded in reports and addresses—that the public be fully and rightly and continually informed.

There is no denying the fact that the meat packing business has been the most misunderstood industry in the country, as well as the largest. General Ryan was entitled to indignant expression in his banquet talk when he recalled the common practice of politicians and office-holders in attacking the meat trade for vote-getting purposes or

for mere notoriety. He might have added a reference to the circulation-getting tactics of most newspapers along similar lines.

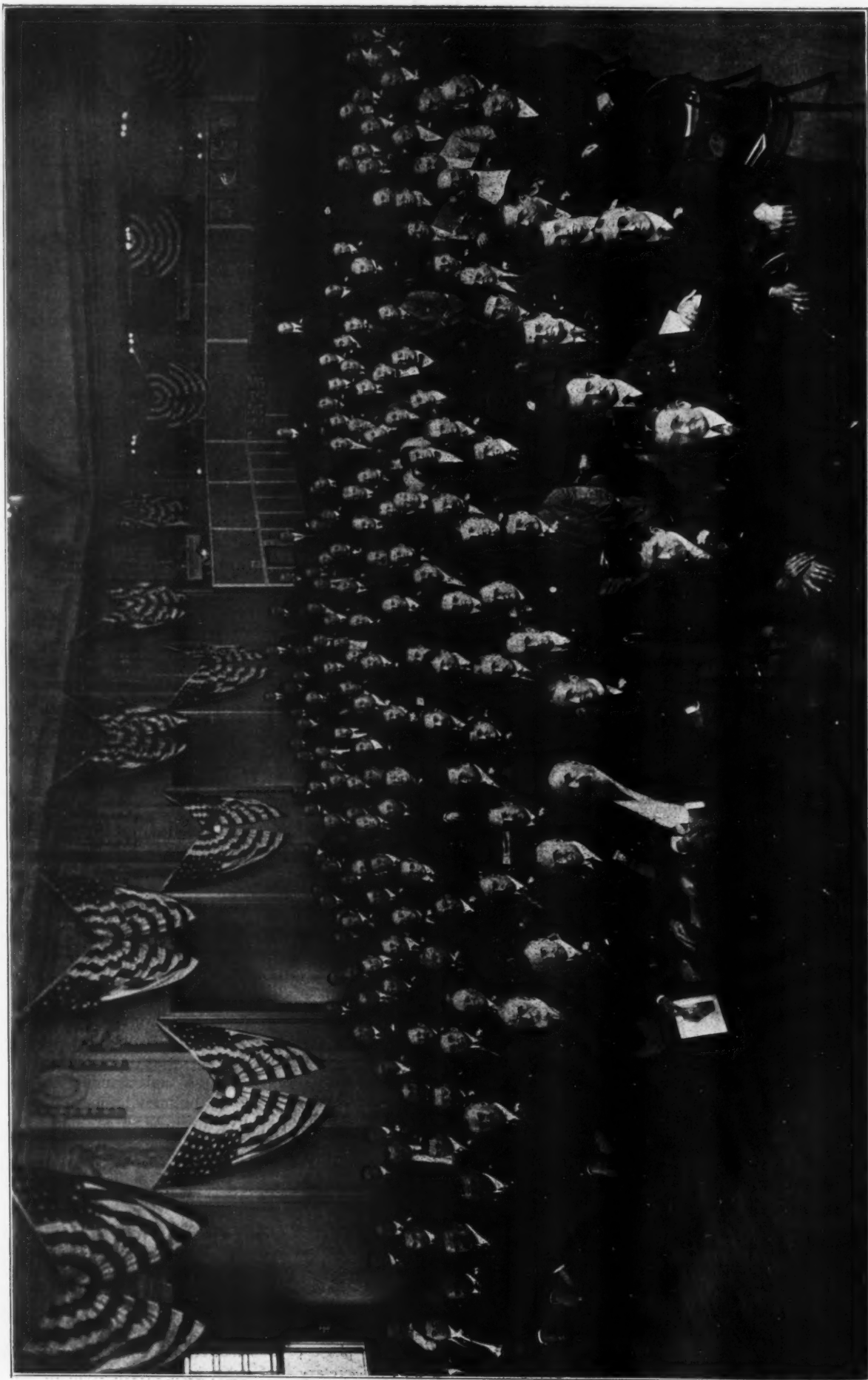
But mere complaint at injustice gets the victim nowhere on the road to remedy. So General Ryan very properly followed his excoriation of the demagogues with the practical suggestion for a permanent and competent Bureau of Publicity, which should prepare the facts for the public and see that it got them.

This suggestion had been sounded throughout the convention sessions. President Krey, in his annual address, said that "Consumers should know that every attempt to increase cost of production, such as increased railroad rates, cost of inspection, burdens of State and national regulations, condemnations of carcasses, loss of animals on the farm, increased wages, all added to the high cost of the animal at market, mean high prices and not high profits, all along the line."

In its important and significantly-worded annual report the Executive Committee began by saying that "It might be just as well to include in our report a statement to the public which may cause a better understanding of conditions so far as they relate to the meat business. That is, that prices of meat, whether fresh or cured, and the cost and selling price of meats and by-products, depend first upon the price the slaughterer has to pay for the live animals."

But attention was called to the fact that, no matter how clearly the packer's position might be stated, it would not reach the public through newspaper channels as at present constituted. That is, in newspaper parlance, the packer's defense does not make a "good story," while "roasting the Beef Trust," on the contrary, is "hot stuff," and "sells well."

Another phase of this matter of publicity was touched upon by Secretary McCarthy, in a speech from the floor,



MEMBERS OF THE AMERICAN MEAT PACKERS' ASSOCIATION IN THE CONVENTION HALL, SINTON HOTEL, CINCINNATI, O., OCTOBER 9, 1916.

when he drew a startling picture of the \$250,000,000 annual economic loss from animal disease on the farm, and the even more important menace to human lives from the same source. His point was that these losses and these dangers were something the consumer should know.

The trade might meet and resolve year after year, and might protest with all their might, but it would do no good without the backing of public sentiment. These evils would not be remedied unless public sentiment demanded it. It was, therefore, "up to" the trade to make the public acquainted with the facts.

The mere saving of a ten-million-dollar annual loss to the packer through condemnations for animal disease was not the object to be attained. That was a drop in the bucket compared to the infinitely greater loss occurring on the farm. And these losses meant a reduction in the meat supply and consequent higher meat prices because of inability to meet consuming demand. The fact that at least one-fifth might be added to the meat supply now available, were farm disease eliminated, was pointed to by Secretary McCarthy as worth pounding into the public consciousness—not to mention the terrors of contagion to humans from these same animal sources.

"Get the consumer interested" was advanced as a key to the solution of many of the packer's troubles, as well as the difficulties being experienced by the consumer himself, and by the farmer and the retailer and the other links in the economic chain. What hurt one, hurt all; the thing to do was to make each see it that way.

With such practical tendencies marking the convention expression, it was not surprising that this was one of the most fruitful meetings in the life of the organization. The business sessions were as interesting and helpful as any ever held, and the speakers offered varied and highly valuable advice and suggestions.

In President Andrew M. Soule, of the Georgia College of Agriculture, the Association discovered one of the most forceful and interesting speakers it had yet met. Dr. Soule, in the course of his revelation of the South as a wonderful new source of meat supply, touched upon the problems just discussed. After listening to Secretary McCarthy's estimate of economic losses from disease, he told the convention that whenever the farmers of this country realized that they were losing \$250,000,000 a year through animal disease on the farm, they would "get up on their hind legs and stop it" just about as soon as it could be done. "It seems to be up to you packers to make them realize it," said Dr. Soule.

Packers listening to Dr. Soule seemed to be surprised by the statement that Georgia last year was ninth in rank of all the States in hog population. His statement that there was at least 200,000,000 acres of cheap grazing land in the South also gripped those who have been deploring the disappearance of our Western ranges.

His depiction of the South as a meat-producing paradise, with its great climate, long seasons, wide variety of forage crops and wonderful feedstuff possibilities—all backed up and guaranteed by the wiping out of the cattle tick and education against hog cholera—this picture seemed to revive the drooping spirits of those who saw our supremacy as a meat-producing country fast disappearing.

Another problem brought about by the war, and closely allied with the problems of the packer—the potash situa-

tion—was discussed by F. M. de Beers, of Chicago, in a way that showed he had hope of American sources of potash, at least partly sufficient to fill our needs without the aid of Germany.

The importance of the chemist to the meat-packing industry today was newly emphasized in the practical and concise paper read by E. H. Uhlmann, of Chicago, and the packer as an honest business man received a new certificate of character in the entertaining address by that well-known representative of the brokerage fraternity, J. J. P. Langton, of St. Louis.

A novelty which was as startling as it was promising of practical value was the revelation of his "animal flour" discovery by the dean of lard-refining experts, W. B. Allbright, of Chicago. Those who listened to him had the novel experience of testing his theory in the taste of a fine quality of bread made from this grinding up of lard-refining residues.

The values of the convention sessions may be touched upon only in this place. The National Provisioner presents in the following pages a complete official stenographic report of the proceedings, and it should not be necessary to say to those interested, or to any forward-looking members of the trade, that every word is worth reading.

The meeting marked the creation of a new standing committee of the Association, growing out of the able work done by Chairman Gehrmann and his fellow-members of the committee appointed last year to look into the eradication of tuberculosis and other animal diseases. Mr. Gehrmann's concise and pointed report on this subject was the starting point of much of the valuable discussion which took place at the meeting, and he was continued as chairman of the permanent committee to carry out his recommendations for a stirring up of public sentiment which shall result in State and federal legislation to do away with animal disease and its attendant menaces to public health as well as economic loss.

Resolutions were adopted on the subjects discussed and already referred to in this résumé. Protest against another cause of higher meat prices was made—the increase in railroad freight charges. Payment by the Government to the farmer of indemnity for animals condemned for disease contracted because of the farmer's own fault was protested as an injustice to the packer, while the latter was not indemnified for similar seizures after the animals had been paid for in good faith. Attention of the consumer was also called to the fact that a federal tax on oleomargarine meant an added burden to living cost. The Association also asked the Government for more meat inspectors, that its plants might not be hampered in present efforts to keep the public supplied with meat.

The entertainment features of the convention were as delightful as they have been always at these gatherings. It was a foregone conclusion that the loyal Cincinnati members, many of them founders of the organization, would not fall short in their efforts to make the Association's first visit to Cincinnati a memorable one.

The plan was characteristic of the "Cincinnati Bunch," as they have come to be called in loving familiarity of term. Cincinnati's finest private clubhouse was thrown open for the convention smoker, and the first evening was a royal round of fun. The annual banquet in the spacious Sinton Hotel ball-room was both picturesque and satisfy-



ing. Appropriately an "Uncle Sam Dinner," no pains were spared to make the picture perfect, and the speaking was delightfully satisfying from the first word of the snappy toastmaster to the final "Goodnight" of the beloved General Ryan.

An innovation at this convention was the presence of the ladies. Hope was expressed that the new departure might be followed in the future to an even greater extent. President Krey set the example by bringing Mrs. Krey, and about fifty ladies were entertained during the period of the meeting under the attentive chaperonage of Mrs. Charles E. Roth and her Cincinnati assistants.

The record of the Association's officers and directorate during the past year was given a hearty stamp of approval by the convention. Continuing and increasing the value of its service to the trade in many ways, the Association gives constant testimony of the wisdom of its founding and the character of its operation. The new officers go in with the confidence of their fellow-members, and with a determination to make the A. M. P. A. mean more than ever during the coming year, both to members and to those upon whom they are dependent.

#### Officers for the Ensuing Year.

The officers for the ensuing year are:

President—Albert T. Rohe, Rohe & Brother, New York, N. Y.

Vice-president—K. Frederick Pfund, G. F. Pfund & Sons, Philadelphia, Pa.

Secretary—George L. McCarthy, The National Provisioner, New York, N. Y.

Treasurer—Max N. Agger, J. C. Roth Packing Company, Cincinnati, Ohio.

Executive Committee—Howard R. Smith, Jones & Lamb Company, Baltimore, Md., chairman.

Charles H. Ogden, Pittsburgh Provision & Packing Company, Pittsburgh, Pa.

James B. McCrea, Ohio Provision Company, Cleveland, Ohio.

T. W. Taliaferro, Hammond, Standish Company, Detroit, Mich.

John M. Danahy, Danahy Packing Company, Buffalo, N. Y.

George L. Heil, Heil Packing Company, St. Louis, Mo.  
W. H. Gehrmann, Kohrs Packing Company, Davenport, Ia.

Fred R. Burrows, G. H. Hammond Company, Chicago, Ill.

Otto Schenk, F. Schenk & Sons Company, Wheeling, W. Va.

## PROCEEDINGS OF THE CONVENTION

### First Session

Monday, October 9, 1916, 1:30 P. M.

The Eleventh Annual Convention of the American Meat Packers' Association was called to order by the president, Mr. Fred Krey, of St. Louis, in the convention hall of the Hotel Sinton, Cincinnati, O.

**THE PRESIDENT:** Before we proceed, we would like to have General Ryan step up here on the stage with us; we cannot do without him. (Applause.)

(General Ryan here takes a seat upon the stage, amid prolonged applause.)

**THE PRESIDENT:** I have the honor to introduce to you the Mayor of the city, the Hon. George Puchta.

#### ADDRESS OF WELCOME BY THE MAYOR.

**MAYOR PUCHTA:** Mr. Chairman and Gentlemen: We Cincinnatians feel greatly honored to have the opportunity of entertaining you, the members of the American Meat Packers' Association. (Applause.)

We fully realize the extent of your great business enterprises and how very much not only we but this great country is dependent upon you gentlemen for some of the necessities of life. We know that there is no question about the feeling of that dependency among the people, and I personally know of the integrity, loyalty and good feeling that exists among the members of your great organization. The experience and knowledge, the benefits represented by it, going as it does into such wide relations in the business world, is invaluable.

Companionship, we have long since been taught, is the secret of right living socially, and companionship is also a secret of successful business co-operation. That is one reason why you come together in these meetings.

Gentlemen, I am only mayor on the side; I have been a business man all my life; I have had more experience as a business man than I have as mayor. I belong to some associations, such as yours myself, and I know from my own experience what

some of those associations are doing for their members.

Not so many years ago an impression prevailed that the only reason in the world for having any alliances of business was to fix prices. I am sure that you gentlemen have experiences, as many other organizations have, that of the many things that go to make it desirable, probably the matter of even talking about prices in many cases never enters into the discussions of these organizations at all.

Another thing that I am pleased to note is that I believe that business organizations such as yours have done more to elevate the standard of ethics in business, among business men, than anything that has been devised up to the present time.

Another thing that I am pleased to note is that our great national government is last realizing the benefits and the necessity of business organizations such as yours. It has only been within the last few days that I saw a report from the chairman of the Federal Trade Commission, the Hon. Mr. Hurley, in which he spoke, in connection with other things, of the great value and advisability of that Federal Trade Commission, as an organization undertaken on definite lines of work in a way of suggesting methods of accounting in the different lines of business and also taking up the subject of costs in the same manner, to show the necessity of doing business right. A great deal has been done, much more is necessary to be done.

That same organization in its report shows that out of 250,000 corporation records presented to the Government only about 60,000 of them were really making money; the balance of them were making very little money, and some of them did not report any earnings at all.

Now the organization of corporations is the order of the day, and I am sure that we as citizens as well as members of other organizations can offer no greater encouragement than to hear of the good things you have done up to the present time, and we wish you every success for your continuance. In no other way except by organ-

ization can items of cost and efficiency be more clearly brought out than by the knowledge gained by the exchange of information and ideas such as are done here.

I heard a little story about organization the other day that probably might be of interest to you. A stage driver was going along who had a passenger sitting up on the seat with him, and he became quite an expert with his whip. He reached out with his whip and he could strike a flower on this side, strike a daisy on the other, and strike a bug, and so on, could strike with his whip almost anything that he made up his mind to. Finally, in going along on his trip the passenger said: "Why don't you hit that?" "Oh, no," he says, "that is a hornet's nest; that is organized." (Applause.)

#### A Few Words for Cincinnati.

Gentlemen, there was a time when this dear city of ours led the United States in your line of business, but natural conditions and circumstances have diverted that relationship to other centers; but we are still very large in this line and the reputation of our business in this line has gone far beyond our borders. It might be of interest to you to have me give you a little bit of experience I had this summer while away on my vacation, to illustrate that.

I met an Episcopal minister down in Rhode Island. He said: "Hello, you are from Cincinnati?" I said: "Yes sir." He said: "I think a great deal of that city." I said: "So do I." I said: "Have you ever been there?" He said: "I never was there in my life, but I will tell you how I got my impression." He said: "About twenty years ago I was up in the White Mountains, and one day we had on the bill of fare at the Crawford House an item of Cincinnati sugar cured ham, and, you know, I never tasted anything so sweet in my life." When I got home, I sent him one. I showed Charlie Roth the correspondence I had on that subject, and he knows. (Applause.)

Gentlemen, we are very glad indeed to have the opportunity of having you with us, that you gave us an opportunity of entertaining you. We Cincinnatians have much



of which we are proud in many lines of business. We are manufacturers to a great extent. We lead the world in many industries. Do you realize that in machine tools, printing inks, lithographing, laundry machinery, fine furniture, soap and a great many other articles we have led the world in those lines of manufacture?

You will also find in this municipality many things which you as visitors I am sure will appreciate. In the first place, we have a municipally-owned University where we educate our children from the primary grades and give them a college education at home. We also have a municipally owned railroad, the Cincinnati Southern Railroad, one of the most valuable assets that any city could own. Besides, we have a great public park system, water works, a brand new hospital that we have just completed here, which I trust you may have the pleasure of visiting—as visitors only.

So I might mention many more of the things that Cincinnati can well afford to be proud of and to boast of. From my acquaintance with the local committee in charge of my reception, and who are looking after the welfare of you ladies and gentlemen, I feel that you will know much more of Cincinnati with your view of it in your few days' stay here than you do now, and I believe that when your time comes for departure you will be well impressed with our city and with our people.

I again want to say to you that I extend to you a most cordial welcome to our city. I hope that the deliberations of your convention will not only be pleasant and interesting, but I trust they will also be very profitable to all of you. I also hope this may give you an opportunity to bind and cement even more closely the many friendships that already exist among your membership, and I also hope that it may be the means of helping you to form new friendships, and I trust that when you go back to your homes that you will remember Cincinnati, that you will remember our people and that your pleasant trip and stay here may be one that will long remain in your minds, in your hearts and in your pleasant memories.

Gentlemen, I bid you welcome. (Prolonged applause.)

THE PRESIDENT: On behalf of the members of this Association, Mayor Puerta, I want to thank you for your welcoming address. I am sure that we shall all enjoy and profit by our visit to Cincinnati. I thank you, sir.

### The President's Address

Fellow-members of the American Meat Packers' Association:

It is certainly a great pleasure to me to preside at your annual meeting, and particularly in good old Cincinnati, where there are so many of our dearest, warmest-hearted members. To be invited to enjoy the hospitality of Cincinnati is an honor of which any organization should be proud, but this is particularly true of us, because Cincinnati was practically the birthplace of the modern pork-packing industry, and it is still one of the most important meat trade centers, despite the fact that the stock-growing sections have moved westward.

We all have the fondest recollections of the great Cincinnati delegations which have attended our previous conventions, and we know what is in store for us here, now that we have opened proceedings. The only fear I have is that you may forget the St. Louis convention, after this one.

I want you to know, gentlemen, how much I have appreciated the honor of being your president, for no greater honor could come to a business man than being the president of the association which represents America's largest and most important manufacturing industry. I thank you again for this great privilege and assure you I will always be glad to be helpful to the association, in any way, in the future.

This has been a troublesome year for

packers in many ways—what year is not? No sooner is one difficult problem settled than another seems to spring up. This year some of the most important of all have arisen. It is not my intention to go into detail in this respect, as our committees will do so later, but I desire briefly to refer to some of them.

#### Cost of Livestock Highest Ever Known.

The cost of raising livestock, and therefore the selling price to us, has gone to figures which would not even have been imagined a few years ago. This is a subject which is of the most vital importance to the livestock raiser, packer, retailer and consumer.

Every authority agrees that the cost of producing livestock is higher than was ever known. It follows that the packer, retailer and consumer, each in turn, must pay this cost of production, for the farmer is entitled to his cost charge, plus a reasonable profit—and so are the packer and retailer.

If any of the necessary operations in meat production result in a loss, production would be reduced to the detriment of the consumer, and even higher prices would prevail. The hope is that our production of animal feed-stuffs will be so increased that cost of feeding may be lowered.



FRED KREY

(Krey Packing Co., St. Louis, Mo.)  
Retiring President of the Association.

The railroads have continued their agitation for higher freight rates on livestock and meat food products, even though they have only recently been granted raises which at the time they said would be sufficient. The Interstate Commerce Commission has inaugurated a general investigation into these rates, which will require at least two years for completion, the services of dozens of experts for that time, and consequent heavy expense to livestock raisers and packers in presenting their side of the argument.

Should this result in increased freight rates on livestock and meat food products, the public should know that this increased cost must be borne by the consumer, who is already staggering under the rising cost of food necessities. I hope the Commission will not make any further changes in the rate schedules.

#### High Costs Mean High Prices, Not High Profits.

No vigorous attempt has been made to exterminate tuberculosis and other infectious and contagious diseases except the hoof-and-mouth disease, though the United States Department of Agriculture estimates the economic loss from this source at \$250,000,000 per year. If only half of this vast sum were saved in meat food animals, every meat price would be reduced because of the addi-

tional supply. It is high time that Congress gave serious thought to this matter.

We have been troubled with strikes. In this age of unrest it seems business cannot be conducted in an orderly manner. Outside agitators, often living in distant cities, must disturb conditions upon which depend the steady employment of labor and the reasonable recompense for capital. Fortunately for us most of our employes have "grown up in the business," have worked for the same concerns for years, often a life-time, and most of them have remained loyal. Packinghouse employes are well paid, their needs are observed and generally they are perfectly satisfied.

Consumers should know that every attempt to increase cost of production, such as increased railroad rates, cost of inspection, burdens of state and national regulations, condemnations of carcasses, loss of animals on the farm, increased wages, all added to the high cost of the animal at market, mean high prices and not high profits, all along the line.

Gentlemen, I thank you.

THE PRESIDENT: Our next proceeding will be to receive the report of the Executive Committee. This will be read by Mr. Howard R. Smith in place of the chairman, Mr. Burrows, who is unavoidably absent this morning.

HOWARD R. SMITH: Gentlemen, I wish to state that the report of the Executive Committee has been prepared very carefully by Mr. Burrows. Mr. Burrows is recognized not only in this section but abroad as a literary genius, and this report will be not only instructive, but will be a literary gem. Mr. Burrows regrets very much not being able to read it; but he has temporarily lost his voice. (Laughter.)

### Report of the Executive Committee

#### A Statement to the Public of the Meat Packers' Position.

To the Members of the American Meat Packers' Association:

It is needless for us to say to you that, in common with other industries, this has been both an active and an anxious year for the packinghouse trade. Demand for packinghouse products has gone beyond the normal supply, with the result that the buying public, both at home and abroad, has taxed our facilities of livestock production. Though our plants are equipped to produce even larger outputs than those of the current year, we have not had a sufficient supply of livestock to meet the world demand.

It might be just as well to include in our report a statement to the public which may cause a better understanding of conditions so far as they relate to the meat business. That is, that prices of meat, whether fresh or cured, and the cost and selling price of meats and by-products, and the price the slaughterer pays for the live animal are interdependent.

These live animals are reduced to meat, bone, fats, hides, fertilizer and other products; and the packer must figure the cost of the raw material (the live animal), plus the cost of operating and distributing expense. Every experience shows that his wholesale charge for meat products and by-products is not excessive.

As demand for these products and by-products increases, so increases the price of the live animal to the slaughterer or packer. And the beneficiary is the raiser of the animal, and he is certainly entitled to share in the advantage of this evidence of the workings of the law of supply and demand.

It might be well to say here, in explanation, that the general public and the press are too prone to say that the high prices of meat food products represent just so much additional profit to the packer. We should make the public understand that the packer is paying twice as much for his raw material as he did only a few years ago; that this entails double carrying charges, and with keenest competition, an actual burden upon the packer; that the packer is really

only the manufacturing agent and salesman for the farmer; and that the farmer, who is the producer, is the beneficiary of present conditions. He produces and the world demands.

We sell for him according to the scale of demand. So much for that, but we should let the public know that every time prices rise the increase does not go into the packer's pocket.

#### Labor Troubles Due to Professional Agitators.

The packinghouse trade has had its own "strike troubles" during the year. These have seemed unreasonable, particularly where they have broken out. Men who have been satisfied with their positions for years, have had every opportunity for advancement, and who have been upon personal terms with their employers, have been forced into discontent and uneasiness by professional agitators who have gained the support of a few malcontents in each city, and they have endeavored to disrupt the orderly proceedings of business institutions which have known no such discord for a lifetime.

These attacks, so far, have not been very successful, but they indicate the trend of the times, when a few agitators may make no end of trouble.

So far as the packinghouse business is concerned there is absolutely no need for such disturbances. Its labor is well paid and satisfied, and most of the older, established employees are on terms of closest personal friendship with their employers. Many of them are stockholders of their companies, and the attempt to disrupt this close relationship between employer and employee should be discouraged at every turn.

#### Livestock and Packinghouse Freight Rates.

The most important event of the year, so far as the packinghouse industry is concerned, was the announcement of the Interstate Commerce Commission that it would make a "general investigation into livestock and packinghouse products rates" in the Western territory. This order was later enlarged to include the entire United States.

Our members, being subject to so many national, state, county and municipal laws and regulations, and proposed additional ones by the score each year, perhaps did not attach as much importance to this order as it deserved. It simply means that the Commission, with extremely broad powers, will go into the minutest details of this question, and from every angle. Months, and maybe years, will be required in the research.

The decision as to ultimate rates will depend upon the evidence and testimony produced. Every city and every section has a conflicting interest as against every other city and every other section.

For this reason your Committee, realizing that it could not properly represent our members, who are scattered from Maine to California and from Canada to Texas, and whose interests are all competitive, has filed a general protest with the Interstate Commerce Commission against any change whatsoever in existing conditions. It has reminded the Commission that large capital investments, the feeding of millions of people, and the production of tens of millions of head of livestock are based upon present rates and conditions, and that these should not be disturbed except upon the ground of public necessity and not otherwise.

We must remind you that while this protest on behalf of the Association covers the whole broad ground that there should be no change whatever, yet the Commission will pursue this investigation, and each city and each section should be represented by its ablest talent in combating any further raise in transportation rates, either on livestock or packinghouse products. For the Association, as such, cannot take part in any controversy which may arise between city and city, or section and section, as its members are located in all centres.

Bear in mind, however, that if the Commis-

sion orders increased freight rates on either livestock or packinghouse products, or both, this will mean increased cost of production. And it is our belief that consumers will not approve any further additions to the cost of producing and distributing the necessities of life.

#### Annual Attack on Industry by Muckrakers.

There has been the annual attempt to cast discredit upon the industry as a whole by the introduction of resolutions in Congress and legislatures demanding an investigation of packinghouse methods. Though packers have been under investigation, indictment and regulation for many years, it is still popular to charge them with any decrease in the price paid for livestock and any increase in the price of meat, which charges have the effect of giving the public an entirely erroneous opinion of our industry.

Frankly, we are in a way to blame for this situation. The public press gives full prominence to the charges against us, but says nothing in our defense. Yet in all of the years of charges and recriminations none of those who have made these charges have been able to "make out a case." In referring to these matters it must be said that the animosity which has been created has been almost



HOWARD R. SMITH  
(Jones & Lamb Co., Baltimore, Md.)  
Chairman Executive Committee.

entirely against the larger packers. But this has had a reflex action against every packer, as you know, and operates in your everyday business, whether it is large or small.

#### Packers Should Give the Public the Facts.

You yourselves are to blame for not letting the press and public know that your business, prices and success are dependent upon general business conditions and the prices you can realize for your product as well as the price you have to pay for your livestock.

Make the public understand that you take the live animal, slaughter it, cool, freeze, pickle, prepare, pack, ship and market it; that there are such items to be considered as credits, loans, handling of by-products, construction and re-construction of plants, total losses from condemnations, and hundreds of similar items; and that the average percentage of profit on these, your highly perishable products, is so small that those who are looking for the cause of the high cost of meat may then look elsewhere than to the packinghouse for the reason.

The farmer who raises the animal must get a reasonable profit; the manufacturer who turns the animal into meat and who distributes it must do likewise; so must the

retailer. Let the public understand that and there will be much less trouble, even though it is hard for the consumer to understand why the price of meat has increased to such an extent in recent years. Let him consult the cost of feed for animals to make meat—and he will have a better understanding of the problem.

#### Enormous Losses from Animal Disease.

One of the most influential reasons for the increased selling price of meat-food animals is the animal losses from preventable diseases. The United States Department of Agriculture, Bureau of Animal Industry, one of the most efficient aids in agricultural research, estimates this loss at about \$250,000,000 annually.

The figures are so staggering that nobody pays attention to them. It may astonish you to know that important committees in both the United States Senate and House of Representatives only recently became aware that this tremendous economic loss is occurring, and that they had not heretofore grasped the significance of the situation.

Because of the direct loss to packers through condemnations, and the indirect loss caused from lack of livestock supply, your convention last year appointed a special committee to confer with state livestock sanitary boards, to remedy conditions as far as possible. This committee will report to you in detail, but we would urge upon our members the necessity for securing Federal legislation which will stamp out other diseases as effectively as was done by the Bureau of Animal Industry in the case of hoof-and-mouth disease outbreak.

#### Farmers Were Compensated, Packers Were Not.

Here we must call the attention of our members to the fact that farmers owning animals affected with rinderpest, or hoof-and-mouth disease, were recompensed for their losses, even though the animals were condemned in public stock yards; but packers, having animals in adjoining pens, transferred after purchase or when the animals were condemned in their plants, were not so recompensed on the ground that they came under the meat inspection law instead of the hoof-and-mouth disease law.

The purpose of the latter law was to stamp out the disease, and the law read "regardless of ownership and wherever found"; but added to this was "under like or similar circumstances." The Department used the latter few words as reason for deciding that a farmer should be paid, but a packer should not. It takes some imagination to decide why a man should be paid to protect the public health if he is a farmer, but should not be if he is a packer.

#### Harmful Effects of Agitation.

The per capita consumption of meat by people in the United States is bound to be affected by the persistent campaigns against the eating of meat, based on any harmful effect it might have from a dietetic standpoint.

The continual agitation from the standpoint of economics against the packing industry is also having its effect in reducing the demand for meat, which will be a great detriment to our business and to that of all livestock raisers.

We have all observed on the occasion of each newspaper agitation how the effect upon the public is immediately registered in the falling off of the demand for meat.

#### Farmers Are Not Producing the Animals.

We say to the public that American meat packing plants are equipped to take more animals for slaughter than we are receiving. Livestock has not been produced in this country in proportion to the increase in population. Apparently the farmers have thought that it was more profitable to sell their wheat, corn, oats, rye and other feed-stuffs in a bag than in a steer or hog.

At the prevailing high prices for all kinds of meat animals, this is not true. There



has never been a time in the history of the country when prices for all meat animals were as high as they have ranged during the last six months. There is one point which farmers generally do not seem to have considered in comparing the return for their grain and other feed-stuffs, when sold as such, with what they can realize through feeding them to livestock, and that is the increased soil fertility which follows the raising of livestock.

The housewife should do her meat buying personally and know what she is getting and what she is paying for. The efforts of the various State and Federal bureaus to encourage the production of more and better livestock on every farm should be actively supported. These have made great strides in the last few years, and it seems that farmers generally are paying more attention to this very important side of the business of farming.

#### Remedy for Livestock Price Fluctuations.

The packer regrets any violent fluctuations in the price of livestock which may result in unprofitable prices to the stock-raiser or feeder, but the remedy for this condition rests with the regulation of shipments of livestock to distribute the supply so as to meet the existing demand.

We are pleased to note that the Bureau of Markets of the Department of Agriculture has recently set to work a number of experts to gather information with the idea of bringing the supply of livestock and the demand for dressed meat together, with the object of preventing sharp fluctuations in prices, due to the lack of coordination in the marketing of livestock. This will help to adjust the situation to a considerable extent.

Respectfully submitted,  
THE EXECUTIVE COMMITTEE.

#### Appointment Convention Committees.

THE SECRETARY: Gentlemen: Before any of you go out, please wait just a moment. Some of you may be interested.

The president has appointed the following committees for convention purposes:

#### COMMITTEE ON NOMINATIONS.

John J. Felin, John J. Felin & Co.  
James Craig, Jr., Parker, Webb & Company.  
General Michael Ryan, Cincinnati Abattoir Company.

George A. Hormel, Geo. A. Hormel & Co.  
John Theurer, Theurer-Norton Provision Company.

#### COMMITTEE ON RESOLUTIONS:

James S. Agar, John Agar Co.  
N. O. Newcomb, Lake Erie Provision Company.  
C. F. Hammond, Hammond Standish Company.

#### OBITUARY COMMITTEE

"Con" Yeager, Pittsburgh Butchers & Packers Supply Company.  
O. G. Mayer, O. F. Mayer & Bro.  
A. W. Gaddum, The Brecht Company.

#### AUDITING COMMITTEE:

J. J. Dupps, Sr., Cincinnati Butchers & Packers Supply Company.  
Gustav Bischoff, Jr., St. Louis Independent Packing Company.  
G. Zehler, Jr., Zehler Provision Company.  
These committees will meet at 8 o'clock this evening in the secretary's rooms.

THE PRESIDENT: The report of the Committee to Confer with Government Officials will be read by a gentleman whom you all know, and know well, who made a great deal of money in the past month on steel stocks, and who is very close to Mr. Schwab. (Laughter.) We used to call him "The Little Giant"; now he is the "Little Bull Dog"—Mr. Agar. (Applause.)

#### A Remembrance for Ex-President Bischoff.

JAMES S. AGAR: Mr. President, most worthy Gen. Michael Ryan, our secretary, Mr. McCarthy, and gentlemen: I want to

thank you all for your kind remembrance and hearty applause, and I am tickled to death that this report is not very long.

We have with us ex-presidents here and they seem to be in very good health. We have one that is not with us, who we hope will be with us next year, and who has undergone a very trying operation, our most worthy and, next to Gen. Ryan, our senior ex-president, Mr. Gustav Bischoff, Sr., of St. Louis. (Applause.)

I want to thank the president for his introduction, and say that some of his introduction might be true, that physically and financially I don't know that I was ever better in my life. But morally I am slipping a little bit. (Laughter.) As the years go by I am commencing to realize more and more that as we find a gray one, we cannot help remembering how good we used to be, and we are not as good as we were at one time.



ALBERT T. ROHE  
(Rohe & Bro., New York)  
President-elect of the Association.

Now gentlemen, this committee, which is composed of Gen. Ryan, Mr. McCarthy and your humble and obedient servant, have to report that there have been several matters of greatest importance to the industry which have occupied the attention of your committee during the past year.

#### Report of Committee to Confer With Government Officials

To the Members of the American Meat Packers' Association:

There have been several matters of the greatest importance to the industry which have occupied the attention of your committee during the past year. There have also been many minor problems, but we will give you a brief outline of those which will be of particular interest to you.

#### Net Weight Marking Regulations.

The question of marking net weight on hams and bacon where covered with paper for sanitary reasons was again agitated during the year, and hearings were held before the Department of Agriculture to ascertain whether any change should be made in the regulations now existing, and which do not require that the net weight shall be marked.

Your Committee and others made the argument that the marking of net weight on this class of product serves no useful purpose, but rather tends to become a temptation to defraud the consumer. This is due to the fact that there is a natural shrinkage in the actual meat food product from the time it leaves the

packer until it reaches the consumer, and the official net weight marked at the time of packing is absolutely misleading to the consumer.

It is not believed that the Department will change this regulation, in view of the fact that there has been no demand for such a change from the consumer.

The suit brought against the Government in the matter of sausage containing cereal has again been appealed to a higher court, and the trial date has been set for December 22. This court will probably render its decision early in the coming year.

#### Unfair or Foolish Legislative Propositions.

A bill was again introduced into Congress requiring that the packers pay the cost of meat inspection, which now amounts to about \$3,250,000 annually. As this cost is increasing gradually, the added expense to packing-house operation would be very considerable.

No action was taken upon this proposed law, but the fact that similar suggestions are made from time to time indicates that some of our law-makers do not consider the fact that meat inspection laws are health measures, are arbitrarily forced upon the manufacturers, and that in this case the packer is given no recompense whatever for the very heavy losses in condemnations.

The question of further cold storage laws has also arisen, and as usual the terms of the proposed bills are such as would make the operation of meat and other food plants practically impossible. The authors of these bills are not familiar with practical food manufacturing problems, and seem to have in mind only the idea that large quantities of foodstuffs should not be stored for any considerable length of time. They do not take into consideration the necessity for a sufficient surplus of food supply being on hand at all distributing centers, nor do they take into consideration the time and facilities required for chilling and freezing.

Your Committee communicated with all of the leading ocean steamship companies, and made the request that their freight rates be expressed in American terms instead of the foreign terms which had previously prevailed. A very large number of the leading companies willingly consented to make this change at our request, and it is our understanding that this has facilitated the figuring of freight rates to a very great extent. Some of the English and French companies did not fully consent to this change, but the matter has been kept before them and it is possible that they will later agree to our request.

#### Sterilized Meat Regulations.

The question of sterilized meats seems to have been settled by the issuance of regulations which, if put into practical operation, should release a considerable amount of very desirable product, and under conditions which will make it possible for small as well as large packers to compete for this business.

Minor matters which have engaged the attention of your committee have been the regulation and taxation of oleomargarine, brands, labels and dies, personal service for many of our members who desired advice, and assistance and general watchfulness where our interests have been most concerned.

Respectfully submitted,  
Committee to Confer with Government Officials,

JAMES S. AGAR, Chairman.

THE PRESIDENT: We will now have the report of the treasurer, to see if he has any money left. (Laughter.)

#### Report of the Treasurer

MR. AGGER: I have the honor to present the following financial report for the past year:

Cash on hand October 8, 1915.....	\$164.90
Receipts during year:	
Active membership dues paid to October, 1916....	\$6,325.00
Associate membership dues paid to October, 1916....	2,775.00
Active membership dues paid to October, 1917....	50.00



Associate membership dues paid to October, 1917.....	100.00
Interest on deposits.....	38.82
	<hr/> 9,288.82
Total receipts .....	\$9,453.72
Disbursements during year:	
Secretary's office .....	\$5,457.85
Treasurer's office .....	126.25
Annual meeting .....	1,386.01
Legal services (Arthur B. Hayes) .....	1,025.00
Committee meetings (To Confer with Government Officials) .....	503.92
Executive committee .....	98.40
Collection expense .....	3.75
Chamber of Commerce of U. S. ....	85.00
Association of Refrigeration .....	100.00
	<hr/> \$9,386.18
Cash on hand October 9, 1916 .....	67.54
	<hr/> \$9,453.72

**THE PRESIDENT:** What is your pleasure, gentlemen, with the Treasurer's report?

It is moved and seconded that the report be referred to the Auditing Committee. If there is no objection, it will be so ordered.

Our next order of business is the "Report of Committee to co-operate with State Authorities in Eradication of Animal Disease," Mr. W. H. Gehrman, chairman.

### Report of Committee on Checking Livestock Disease

Gentlemen:

The Committee to check condemnation losses submits the following report:

No intelligent movement has been attempted in this country in accomplishing anything toward the eradication of bovine tuberculosis. The Bureau of Animal Industry under the Department of Agriculture has done a wonderful work in stamping out some animal diseases from the stock in our country. The heroic work, the enormous task of the department to stamp out the "foot and mouth" disease last year received the unqualified admiration of the world. Other diseases have been and are being handled in a most thorough and minute manner.

While it may seem that the eradication of tuberculosis might be a difficult problem, it is really easy of solution. Only a few regulations, originated and enforced by the United States Government, would be necessary to stamp out the great menace endangering the lives of United States citizens on account of bovine tuberculosis, and the great economic losses caused to the producers and consumers of our country, by the destruction of so many food animals infected with the disease. The United States Government need only adopt similar efforts to eradicate bovine tuberculosis as it does in foot and mouth and other diseases, to accomplish such result.

#### Great Increase of Condemnations.

Let us now examine the real extent of tuberculosis among live stock and its increase in recent years. Figures on this subject can only be obtained from the records of the Bureau of Animal Industry of the Department of Agriculture. For the fiscal year 1903 the per cent of condemnations in cattle at all abattoirs was 0.169; for 1907 it was 0.363; for 1915 it was 0.632, intermediate years showing a steady increase in proportion. Among hogs even greater increase is shown.

These percentages, however, are not evenly distributed over the country. Districts where animals are largely fed on ranges and in the open air show a very small per cent of infection, while districts where dairying is carried on show extensive infection. Various points in southern and western states show percentages of one-fourth of one per cent., points in the center of dairying districts show as high as 6 and 8 per cent. actual condemnations for extensive tubercular lesion. In isolated cases 25 and even 30 per cent. is reported.

A statement of the actual economic loss in dollars is impossible. Some estimate might be

made in the loss of abattoirs under the inspection of the Federal Government, by taking the percentages of condemnations on the value of cattle and hogs in the country. The value of cattle on January 1, 1916, was \$2,506,254,000; the value of hogs, \$571,890,000. The Bureau reports 0.429 per cent. of cattle totally condemned and 0.182 per cent. of hogs totally condemned in the year 1915.

Had the total value of cattle been submitted to inspection, in an abattoir under Government inspection, the loss would be over 10% million dollars, \$10,752,000, and the loss on hogs \$1,040,840. This makes a total amounting almost to the loss caused by the foot-and-mouth disease, and it continues every year.

Admitting that only 60 per cent. of cattle and hogs are subject to Government inspection, and that there is a small salvage from grease and tankage, the remaining sum is sufficient to

fact that in a Mississippi Valley State the district in which disease is most prevalent in live stock supplies the largest per cent in proportion to population of patients to the State Sanatorium for Tuberculosis, and the county showing the greatest number of deaths from tuberculosis of any in the state is one of those most largely infected with bovine tuberculosis.

#### Put the Blame Where It Belongs.

These conditions are confronting us. This committee has given much thought to the subject as to what means are best to secure the aims for which the committee was appointed; that is, the eradication of animal diseases, especially bovine tuberculosis among cattle and hogs in this country. Judging from the increase in loss from year to year, since the Government inspection has been enforced, sooner or later the Government will be compelled to place the loss through condemnations where it justly belongs.

This Committee is satisfied that as soon as the Government and the States take initial steps to stamp out this dread disease, the farmers or producers will heartily co-operate, or otherwise the cost of condemnations will be placed on them.

#### Recommendations by the Committee.

In conclusion, the Committee makes the following recommendations:

The United States Government should require a tuberculin test of all cattle shipped interstate, used for breeding or dairy purposes, as well as all hogs used for breeding.

Some definite plan in each state should be worked out for the purpose of requiring a tuberculin test on all cattle used for dairy and breeding purposes.

A law should be enacted in every state to compel all creameries to sterilize the skimmed milk returned to the farmers.

Every city should pass and enforce an ordinance requiring that all milk delivered within its limits must be from cows that have passed the tuberculin test.

Public sentiment should be aroused in all states through the press, speakers, public health committees, etc., in order that adequate laws be passed.

When individual states pass such laws, the United States Government should co-operate, that results may be obtained.

This matter of eradicating all animal diseases, especially tuberculosis, is of vital importance. We recommend that a standing committee be appointed by the Association to continue the work already begun.

We further recommend that the Committee be instructed to draw up a model law for suggestion to the states, as a uniform law to take care of this matter. Such a law being in existence will make it easier for those interested to start definite work on this important matter.

Respectfully,

W. H. GEHRMANN, Chairman.

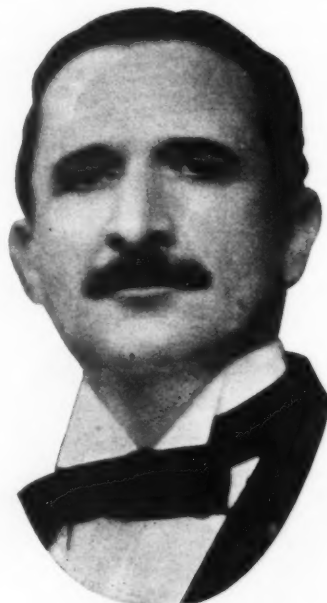
#### Secretary McCarthy Urges Action.

**THE PRESIDENT:** Gentlemen, what is your pleasure with the report?

**SECRETARY MCCARTHY:** Mr. Chairman and gentlemen: I will move not only the adoption of the report, but if you will permit me, I will move also that the committee be continued, and I hope to have a second. (Motion seconded.) Now, speaking to this motion which is before the house, I don't know whether you are interested in what I have to say, but I wish to be heard.

We go on year after year with this same problem. The thing is continuous. We say, as the report of the committee says, that certain things should be done, and it is absolutely true that they should be done. The committee points out the way in which they should be done, and they are all perfectly right. Nobody can argue against them.

There is no reason why you should pay for counterfeit hogs or counterfeit cattle or bur animals or anything of that sort, any more than anyone else pays for something they did not purchase. That is true. This report shows what the monetary loss is on these ani-



K. FREDERICK PFUND

(G. F. Pfund & Sons, Philadelphia, Pa.)  
Vice-President of the Association.

be most alarming. Also, there is no allowance made for the deaths incurred from this disease on the farms, or the condemnation of parts in inspected abattoirs.

#### Growing Danger to Human Life.

These statistics show beyond the shadow of a doubt that the disease among cattle and hogs is on the increase. While we have only touched on the economic side of the question, how about the public health?

Dr. Koch, the eminent German authority on the subject of human tuberculosis, in 1901 stated that bovine tuberculosis was not transmissible to human beings. However, decisive proofs of such infection have not only been obtained by the German Commission on Tuberculosis, but by the Royal English Commission, as well as French, Dutch, Scandinavian, Austrian and American investigators. They have contradicted this opinion, proving conclusively and beyond doubt that human infection from bovine sources is possible.

The British Royal Commission stated definitely that adult human beings can be infected with the bovine type, even the pulmonary form of the disease. The Imperial German Commission reported that of 84 children examined by them, 21 to 25 per cent. had derived infection from bovine sources. The New York City Commission found an average of 12½ per cent. of all cases bovine, while in the Foundlings' Hospital, where the children had been reared largely on cow's milk, out of nine cases of tuberculosis resulting in death, four were human and five, or 55 per cent., were bovine.

Also study of the situation revealed the

mals, which is a considerable thing, but it also shows that the menace of those diseased animals to the public health is a tremendous proposition.

We have shown by the report of the Executive Committee that from an economic standpoint the loss in the United States is not less than \$250,000,000 worth of meat food animals every year. The annual production of meat food animals in this country, including their products and by-products, at this time, amounts to about \$1,600,000,000. So that you can figure that there is an additional 20 per cent. that are dying right on the farm.

Now look at your situation. You have got this tremendous financial loss, but that is not the only thing. You have got thousands of people, and especially babies and children, dying from diseases from infected animals, thousands of them, and you have got 20 per cent. of your possibly good food supply dying on the farm. That 20 per cent. would be enough to change every market for meat or by-product in the world, if you could get it, and yet nothing is being done.

Stop and consider the loss. The smallest loss is the packers' loss of \$10,000,000 from condemnations. There is \$250,000,000 loss to the farmers; and thousands of lives, particularly of children. It is a terrible proposition. And nothing is being done.

It is all right to say this ought to be done and that ought to be done, but you give no reason why anything has not been done; why there has been no kind of constructive work, or any kind of work, to remedy this condition.

Begin with the farmer, and when you get up against the farmer, you are up against it right.

#### Must Get Action Through the Consumer.

Now this is not only a packinghouse proposition, it is a consumers' proposition, and you have got to face it. The farmer has influence in political affairs and in legislative affairs, and you have got to offset him with the consumer.

The consumer is not going to stand for having his babies and his family and himself die of animal diseases. And how long is he going to stand for high prices due to the fact that the farmers do not keep pace with this sanitary demand?

The report of your Executive Committee today shows a condition which should interest you as business men. It shows not only an economic loss, it shows a human loss; it shows something ought to be done.

But the packers never will do it. You have got to get the consumer interested, and I hope in making my motion on this proposition that each one of you, wherever you can, will drill it into the minds of your consumers and your customers that this is a tremendously big proposition, not only for the packer, but for the consumer. (Applause.)

**THE PRESIDENT:** Gentlemen, you have heard how important this question is. Now there is a motion made and seconded that the report be adopted, and that you also continue with this work. Are you ready for the question?

(Question put and carried.)

**THE PRESIDENT:** There are now only three men left on this committee, and I would suggest that the committee be of five, including Mr. Gehrman; and I am sure that our secretary will be both willing and glad to serve, and if there is no objection, it will be so ordered.

**THE PRESIDENT:** Gentlemen, Mr. Arthur S. Pickering, of Cleveland, O., president of the United Master Butchers of America, is here today and will address us upon present-day problems in retail meat marketing. The association he represents is our best customer and our best friend, next to ourselves. Mr. Pickering. (Applause.)

#### Greetings from the Retailers

**MR. PICKERING:** Mr. Chairman and gentlemen of the American Meat Packers' Association: I feel that we have been highly honored, and I esteem it a privilege to have been invited to come to your Association meeting. I feel that there is a co-existing rela-

tionship between the packer and the retailer that is nearly akin to the relationship of father and son. You take the raw material, make it into foodstuff; we take it and prepare it in smaller portions for the table. There is no great difference between the two businesses.

I have been asked to present the minor tribulations of the retailer. Why, you know them as well as I do. Every one of you here within the sound of my voice knows the troubles of the retailing business, because we come to you to buy stock, and in our little talks along the line of buying, we always exchange trade grievances. And for that reason I think it is a pretty hard matter to bring forth anything new or anything that would astound you in the way of modern problems, because they are multitudinous.

But the greatest of problems today in the retail market business can be summed up in two words, Delivery and Credit.

In the first place, you attempt to enlarge your business and you reach out for trade. It is necessary for you to go to those people, either by telephone or by messenger, and see what they want to have today. It is necessary for you also then to prepare it and de-



GEORGE L. MCCARTHY  
(The National Provisioner)  
Secretary of the Association.

liver it, before the journey from the block to the table is done; but sometimes its ways are very devious and the meat does not arrive on time. What is the consequence? You get a scolding through no fault of yours. So Delivery is one of the problems.

At another time, when it comes time to pay, there has been illness in the house or a daughter needs a particular dress, or some other frivolous excuse, and your bill is not paid. You talk of these little troubles to your wholesaler; every one of the retailers' problems goes to the wholesaler.

But there is one other problem which seems to be waning, and I am much pleased to see that this one has waned. A good many years ago—but before I say this, what I am about to say reminds me of a story I heard in Charlie Schell's town. It seems there was a minister of the gospel who went into a barber's shop one Monday morning. The barber had been to a barber's picnic, or somewhere else, and had a little too much to drink and was left with a sort of a "hang-over." During the course of the operation of shaving his customer was nicked in the face once or twice, but said nothing, fearing if he did say anything he might get it worse. At the end of the operation he was just about as furious as a man could be, and after he got out of the chair and

was about to pay the barber, he furiously said to him: "Do you see that? That is the result of drink." The barber looked at him for a second and said: "Yes, sah; drink suttinly do make de skin bery tendah!"

What I was about to relate was that this might hit a tender spot. In my reports from all over the country we have found that in the last five years there has been a lot of trade pilfered from the retailers, and we also have found that it was not known by the men who owned the wholesale business. I am glad to say that retailing by the wholesaler is waning, and that wherever this big problem comes up, all that is necessary is to meet up with the packer himself, and not his employee; meet him face to face, and your troubles, our troubles, are ended at that minute.

I could go on perhaps for a week telling about the troubles of the retail business; but, Mr. Chairman and gentlemen, you did not come here to listen to my telling about our troubles, because you have your own troubles. But I want to say to you, I am most happy to be with you, and I am most grateful to your secretary for inviting me to come and speak to you, and I am very grateful to you, gentlemen, for being so patient with me. (Applause.)

#### A Story by the Secretary.

**THE SECRETARY:** Gentlemen, Mr. Pickering's story reminds me that we are all in the same boat, only that we just cannot pass the troubles along from one to the other.

In New York City we have got some very stringent regulations with regard to scavenger rules. One morning, out in front of one of the apartment buildings in New York, there was a garbage can in which the servant was putting waste paper. That was not according to rule, and the cop comes along and says: "What are you doing; don't you know that is against the law?" She looked at him and said: "Agin the law? Faith, an' don't bother me wid the law; I have all I can do to take care of the Tin Commandments!"

So, as Mr. Pickering says, the packer has his troubles; the retailer has his troubles; the live stock raiser has his troubles. I think it is a healthy sign that we can come together and discuss these problems, which are really inevitable, and peculiar to each line of business. The packer cannot reach them all; the livestock man cannot reach them all; the retail butcher cannot reach them all. We each have our own troubles, but you will find from these discussions that it will help us all, and do us good to get together and talk them over.

#### Future of the Meat Industry at Stake.

Gentlemen, the next speaker is one who should have your undivided attention, both because of the speaker himself and because of his subject. If you will allow me a little preliminary talk, I want to get this before you because of the reports of your committees, who realize that the future success of the packing-house business depends on supply, the supply of animals.

You frequently talk about the possibility of increasing supply in locations where livestock is already raised, so it can be done more economically, or where a larger number of animals can be put on the same acreage, and so on. But the real success, the future success of the meat business depends upon an increased production.

One of the most fertile fields for an increase and one that appeals to everybody on first thought, is the South. The South has not gone into the cattle raising business heretofore, or livestock raising, upon a scale which we might think is commensurate with its acreage. The South is waking up to the proposition; it is a wonderful field. I make to you the prediction, as one who is deeply interested in this trade, that the South is going to be a very important factor in livestock production. I do not say that unadvisedly. Already throughout the South small plants are cropping up, and that will lead to larger ones.

There is perhaps no greater opportunity on God's green footstool than in the South, and what the South is doing and will do to in-

crease our livestock production, Dr. A. M. Soule, president of the Georgia College of

Agriculture, will tell you. I take great pleasure in introducing him. (Applause.)

## THE SOUTH AS AN IMPORTANT FACTOR IN INCREASING OUR MEAT SUPPLY

By Dr. Andrew M. Soule, President, Georgia State College of Agriculture

Mr. President and Gentlemen:

A nation of meat eaters is confronted by the problem of securing beefsteak and bacon for tomorrow's breakfast. The established custom of long years is about to be interfered with, and our standard of living lowered. Consternation is abroad in the land, and everyone is being blamed for the existence of a situation for which the people as a whole are responsible.

It is indeed a grave condition and may be said to constitute a national crisis for which there is no apparent or immediate remedy in sight. The sudden rise in the cost of meats and their relative scarcity is not something which has occurred over night, but represents the culmination of a situation which has been developing for twenty-five years. One individual after another has tried from time to time to raise the signal flag of danger, but they have all been met with either a storm of abuse or derision.

It was hardly thought possible in a country of such vast extent that the range would become overcrowded, restricted, and in many sections well-nigh effaced by the development of a more intensive type of agriculture. Nevertheless, this very thing has happened, and hence the decrease in the number of our meat-producing animals is likely to continue unless the land owners as a whole take vigorous action to avert what must be regarded by every sane citizen as a national calamity.

In this connection, it is proper to point out that the task will be a very difficult one, for Europe has been busy for more than two years now destroying her animal food, and even should peace be declared immediately, it would be several years before she could hope to again supply herself with the proportion of meat she has heretofore obtained at home.

### Where Relief Can Be Obtained.

What we can do under the existing conditions is naturally a question of great importance at the present moment. Is there any section of the United States from which relief may be anticipated? Is there any undeveloped section corresponding in some measure to the West, in which livestock can be raised successfully and economically? If so, may we not look for some relief, provided the opportunity such a field affords is properly embraced?

It is my pleasure and privilege to report that such a section does exist, and I am gratified that I am permitted to introduce to the public the great new Southeast, a territory of marvelous potential resources for the raising of livestock, but which was overlooked in the great sweep westward which took place fifty to one hundred years ago.

Throughout this period the great territory in question has been neglected; its resources little studied, and its possibilities ignored. Infested by the cattle tick, it seemed an unfriendly and unprofitable region to the stockman. But during recent years it has been found that this pest could be, relatively speaking, easily controlled and eradicated, and now that approximately 200,000 square miles of territory have already been freed forever from the cattle tick, and the whole South will in a period of five to ten years be rid of it, this great cattlemen's paradise is again attracting public attention, and promises to be capable of sustaining animal industries on a scale not only commensurate with her own needs, but which will ultimately afford a very considerable surplus of meat for distribution to other parts of the country.

It is self-evident that if the great area in question, with at least two hundred million acres of land available for range or semi-range purposes had been developed as it could

and should have been, the present period of stress need not have arisen.

### Where the Blame for the Delay Lies.

As a pioneer worker with reference to tick eradication, I am in position to state that it has taken twenty-five years of the most arduous and persistent effort to make the progress in tick eradication indicated above. The whole task could easily have been accomplished in five years and the job could now be completed in one or two years were there enough money, interest and energy back of the enterprise.

I make this statement advisedly, for I desire to focus public attention on the fact that the opinion of scientists and economists has too frequently been the subject of jest in



DR. ANDREW M. SOULE

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Speaker at the Convention.

America, whereas a failure to act promptly and with all the power and force which the national and State governments could bring to bear on this question has resulted in the fearful punishment of the people for sleeping over the privileges of their birthright.

Judged from every angle, the South is now about to come into her own as a meat-producing section, and is destined, if animal industries are properly fostered and developed, to become an important factor in increasing the meat supply of the United States, and I believe I am right in saying that we can look with greater hope to this quarter for relief from existing conditions than to any other section of our country.

### Advantages of the South.

The advantages of the South as a meat-producing section are not generally known or appreciated. I shall attempt to summarize them as briefly as possible:

First, there is a vast extent of territory now but indifferently utilized for any purpose, which either grows considerable grass or may be made to sustain with comparatively little effort a very good variety of tame grasses, which will provide grazing for from five to seven months of the year.

The South is fairly well served by railroads and it is easy to reach large consuming centers with any available surplus. The climate is ideal in many respects. There is a generous rainfall and in most localities it is well distributed. There are numerous springs and plenty of shade. In the coastal plains region, where running water is not so commonly met with, artesian wells will provide an unlimited supply of water.

The growing season varies from 200 to 300 days in length. In the winter the thermometer seldom goes down to zero; in most sections it ranges from 12 to 20 degrees above. Cattle can unquestionably live out the whole year round in all this vast extent of territory, as well as in any other range territory with which I am acquainted. There is a general belief that the summer temperatures are extremely oppressive, and that cattle will not thrive under these conditions. Texas and Mexico are maintaining millions of cattle successfully under climatic conditions representing a much greater range of extremes of heat and cold than ever occurs in the Southeastern States.

Associated with cattle and livestock enterprises all my life, it seems to me that I am justified in stating that in so far as climatic conditions are concerned, this great new stockman's paradise offers every advantage.

Do not conclude from this that shelter of any kind is not necessary or inadvisable, for such is not the case. It is true that cattle can be carried through the winter without protection, and this is more especially true of the great coastal plains section than of the Piedmont country. Nevertheless, many years of observation and experience lead to the belief that cheap shelters which protect the animals in case of violent rains and sudden cold snaps, and in which the feeding may be done wisely and economically, constitute a wise and essential part of the stockman's equipment.

Those who are not in position, however, to invest money in such structures at the inception of livestock enterprise should not let this deter them from beginning operations. Any country possessing such a long growing season as has been indicated may be counted on to raise a great variety of feed if the soil is properly handled and managed, and this is certainly true of the Southeastern States; as everyone knows who has in the least familiarized himself with the variety of crops which may be grown for utilization as pasture, winter roughage and concentrates.

### Objections and Misconceptions.

The average man who visits the South rides through in a Pullman palace car. He judges of its possibilities from the car window. He is not familiar with the characteristic red clay land of the Piedmont section or of the sandy areas of the coastal plains. To him the soil looks poor and unpromising.

He sees comparatively little livestock and that which meets his view does not impress him because it represents for the most part the native animal left to shift for itself. In many instances a sort of natural selection is the only thing which has prevented the extinction of the bovine race. The South, having essentially devoted all of its energies to cotton growing has been engaged since Oglethorpe's time in fighting grass as the chief enemy of cotton. Naturally, grass is not in evidence and the conclusion is erroneously drawn that it will not grow.

The whole energy of the Southern people having been centered in cotton raising, there is not that evidence of the growth of forage crops of various kinds which would lead the average man to believe the soil capable of maturing the marvelous variety of food crops which can be grown with success and profit, and which the invasion of the boll weevil is now beginning to accelerate to a surprising degree.

Under diversification the South will blossom like the rose and the whole appearance of the countryside will eventually be changed, for livestock production requires the clothing of the earth, the cultivation of grasses and forage plants and the minimizing of the areas devoted to hoed crops.



The boll weevil will force the farmer to diversify and to depend in the future on obtaining a part of his money from the sale of animals. Hence, the conditions which seem so unfriendly and unfavorable to the average man unfamiliar with the South can and will be remedied.

In fact, marvelous progress is being made in this direction. As an example, I might say that Georgia stands fourth in agricultural production of all the States in the Union. One-half of the products of her soil, in spite of the fact that she is the second largest cotton-growing State in the Union, would be classified as diversified crops.

When you realize, for instance, that over a million head of cattle and nearly two and a half million hogs have been maintained in Georgia during that period when the energy of her farmers was concentrated on the raising of cotton, and when the cattle tick infested practically every square mile of her territory, you can imagine the possibilities which lie ahead for development now that the general use of preventive hog cholera serum through the activities of the extension division of the State College of Agriculture and its county agents has been accomplished, and the cattle tick eradicated from over fifty counties in a period of five years.

Every race and breed of improved livestock worthy of consideration at the hands of Georgia farmers may now be imported and maintained without fear of loss or injury in so far as this abominable and pernicious pest is concerned. Surely this represents a marvelous transformation in public sentiment which speaks volumes for the future.

There is an impression that Southern cattle are small, due solely to the unfavorable climatic and soil conditions. There is a belief that the soils of the South are essentially deficient in lime and other mineral matters, whereas the presence of these elements in the soil, as for instance in the State of Kentucky, enables the raising of animals of superior merit.

This conclusion is entirely erroneous and utterly without foundation. Twenty-two years of service in the South should enable me to speak with authority on this point. The undersize of our animals is not due to a deficiency of mineral matter in the soil nor to the inability of the country to raise a satisfactory variety of roughage and concentrates, but to the fact that livestock farming has been a neglected industry, a side issue if you please, cotton occupying the forefront and center of the stage.

The Southern farmer has never believed it worth while until recently to feed and care for livestock. It is a new industry, and hence it is necessary to educate the citizens of that section with reference to the whole subject. This is being accomplished, however, with astonishing rapidity.

I can say without fear of successful contradiction that whenever livestock is properly fed and handled in the South animals equal in size, character and quality to those to be found elsewhere, and with plenty of vigor and bone of fine texture and ample strength can be raised in large numbers. There is no trouble about growing the feed necessary to bring them to full maturity at a cost which makes competition with any other section of the country a practical proposition.

#### Solving the Problem.

The solution of the problem is chiefly one of education, and this will apply to the man who already owns land in the South and desires to specialize in animal industries as well as to the man who expects to invest in the South and begin an enterprise under conditions with which he is not familiar.

Aside from instruction in the general handling and management of livestock, the necessity of providing an abundance of food in the form of pastures, silage, dry forage and grain must be emphasized. In a measure, the question resolves itself into one of agronomy. In other words, with the solution of the feed problem and the banishment of the

cattle tick, the development of livestock industries of immense proportions becomes a practical proposition.

That the agronomy phase of the question can easily be solved is not difficult to demonstrate. There are two vast areas of territory included within the province of the Southeast; the first known as the Piedmont area, and the second as the coastal plains region. One may properly be designated a grass and forage country, and the other as a semi-grass and forage country.

In the Piedmont section grass will grow to better advantage and will be available for a much longer season. It will not be so necessary to depend on forage crops as substitutes for grass in the growing season. They will, however, constitute the chief roughage available for winter feeding.

In the semi-grass territory cereals seeded in the fall must be depended upon to provide a considerable part of the winter grazing. Of course, silage can be used to advantage as a substitute for grass. The cereals must also be utilized for spring grazing, and then such crops as cowpeas, velvet beans and other long-season summer growing forage crops must be depended upon to provide

of Southwest Virginia and with the Bermuda raising area of the Piedmont country, I feel perfectly safe in making the foregoing statement, though my view in this respect may be opposed by some who possibly have not had the opportunity or facilities to study the situation.

#### The Area Available.

Mention has already been made of the fact that there are almost 200,000,000 acres of land which could be utilized for range or semi-range purposes. The possibilities for development are therefore almost unlimited.

In the State of Georgia, for instance, there are between thirteen and fourteen million acres of so-called woodlands. A good part of this could be used without injury for grazing purposes. Undoubtedly, twice the number of cattle now kept in the State could easily be maintained without undertaking the establishment of additional pastures. It would be a comparatively simple matter if a part of the remaining land were double cropped or operated in a rotation to provide all the roughage needed for an additional million head of cattle.

Out of a total area of approximately thirty-seven million acres in Georgia, only about one-third is devoted to farm crops. It will thus be seen that there are large areas of land which could still be brought under the plow to advantage, or used for grazing and for forage production, thereby enabling the number of farm animals kept to be quadrupled in the course of time.

The same relative degree of development is possible in any other Southern State included in that great sweep of territory from the Potomac and Ohio rivers to the Mississippi on the west, the Gulf of Mexico on the south, and the Atlantic Ocean on the east.

#### The Food Supply.

The food supply will naturally divide itself under three heads: First, crops available for use during the summer; second, crops available during the winter; and third, concentrates. Grass should be depended on in so far as possible, as already pointed out. If this fails during the spring and summer, a succession of forage crops may be provided which may be fed as soiling crops or harvested by the animals themselves. Cereals if sown early in the fall will provide a considerable amount of pasturage during the late autumn, winter and early spring. Spring oats may be utilized thereafter and followed by corn, cowpeas, soya beans, velvet beans, sorghum, kafir corn and millet grown singly or in an unlimited number of combinations.

While the practice of grazing these crops down may be regarded by some as wasteful, it is really surprising the amount of carrying capacity these combination crops possess, and since they will grow for several months under our climatic conditions, they yield not only an immense amount of food, but are available for a long time. It is quite easy to seed them, and where the legumes predominate they have the great merit of improving the soil. Velvet beans and some of the other crops will remain on the land for a long time, and the beans are so hardy that cattle and hogs ranged on them maintain themselves in very good condition for the greater part of the winter. This is especially true in the coastal plains region.

For winter feeding there is nothing superior to silage. This can be made in great abundance in all parts of the Southeastern States. Our results on the College farm this year indicate an average yield of thirteen tons per acre.

We now use almost exclusively for silage sorghum and kafir corn planted in alternate rows. This crop stands all kinds of unseasonable weather with impunity. A large tonnage is secured and the silage is equal to that made from any combination of crops which can be utilized for this purpose in the United States.

One can fill a silo at a cost of about \$2.50 a ton, and it is practical to feed it for nine months of the year. Twenty years' experi-



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Member Executive Committee.

grazing during the summer months. In the Piedmont territory, Bermuda grass, and in some sections Kentucky blue grass, red top and other tame grasses and clovers will provide a satisfactory summer ration.

There is a good deal of land which has been cut over for timber, and grows quite a variety of native grasses, that will afford a considerable amount of grazing for many years to come. Lands of this character are more common in the coastal plains region than in the Piedmont section.

If a little attention is focused on the study of grasses and forage crops, it will easily be possible to secure as much grazing per acre as can be obtained in any other section of the country and at an equal or less cost. An acre of Bermuda grass, for instance, has a carrying capacity equal to that of the best Kentucky blue grass, and in fact, one can place more animals on an acre of Bermuda sod without injury to the land than on the same area devoted to blue grass. Moreover, the Bermuda sod may be developed to a state of perfection in one or two years, whereas, blue grass sods improve under proper management, say for twenty-five years.

Being familiar with the blue grass country

ence in this direction should convince the most skeptical.

That it is a fine milk producer is demonstrated by the average yield of the herd at the College, dairy herd. Moreover, we have one Holstein cow with more than thirty of her descendants in the herd which have been fed for some years past in the winter months almost exclusively on silage and cotton seed meal. At times a little corn meal and have been added. This cow and her descendants have made an average yield of more than 5,000 pounds of milk, some of the animals yielding as much as 15,000 pounds of milk in a year. The cow came into our possession nine years ago.

#### Wonderful Results in Beef Production.

Beef cattle for which we have been offered 10 cents a pound on foot and which have attained weights of 1,400 pounds as long yearlings have been reared on Bermuda grass pasture, silage and cotton seed meal. Any farmer can do the same thing if he is so minded.

Where dry roughage and forage are desired, combinations of any of the cereals with crimson clover or vetch provide an ideal cover crop for the winter, thus preventing erosion and the loss of soil fertility. In the spring from a ton and a half to three tons of cured hay per acre may be obtained. It is equal in quality to that derived from any other crop. It is better balanced than timothy because it contains the legumes mentioned. As soon as this crop is off the land the soil may be disked or plowed and devoted to cowpeas, soya beans or velvet beans sown with or without sorghum, kafir corn, millet or Sudan grass, and from the same land a yield of two to three tons of cured hay may be obtained on the average, the legumes helping to build up the soil rather than deplete it, and a fine hay or forage obtained for winter feeding.

In the coastal plains region corn and velvet beans may be grown in alternate rows. Where a yield of 20 to 40 bushels of corn is obtained one can count on about an equal yield of beans. The beans contain protein, thereby offsetting the deficiency of corn in this element. This combination crop may be grazed in the field by various classes of livestock, harvested and cured in the silo, used for dry forage, or the corn gathered and the corn, cob, shuck and velvet beans in the pod ground together and a very fine concentrate obtained.

In the South more than one million tons of cotton seed meal are manufactured every year. The increase of the corn crop has been little short of marvelous. Georgia, for instance, has more than doubled her yield of this important cereal in the last few years. There has been a marked increase in the growth of winter oats, to which the Southern States are wonderfully well adapted. Peanut meal is now being made in considerable quantities. The infestation of the territory bordering on the Gulf of Mexico by the boll weevil means that this industry will develop with great rapidity. Velvet beans are being grown in large quantities.

What other section of the country is providing such a wonderful variety of concentrates to combine with silage and other forms of roughage for winter feeding, and to use in a more limited sense as supplements to grass in the summer time?

In this connection it would be improper to overlook the possibilities of adding to the forage supply through the growth of alfalfa. It has now been demonstrated that this crop can be grown with great success in the Southeastern States. Of course the land must be abundantly limed, as it is deficient in the element calcium. It must also be intelligently fertilized and the seed must be carefully inoculated. When this is done from four to five cuttings a year may be obtained since the growing season is so long.

An average yield under proper management of five tons per acre may be anticipated. Though it is somewhat costly to establish, it is a cheap crop in the long run, since it may be made to take the place of a part of

the high-priced concentrates ordinarily fed, and it can be utilized as a soiling, grazing or hay crop.

The fact that alfalfa can be successfully cultivated is doing much to stimulate an interest in animal industries, because the livestock grower now finds it an ever-present source of help in time of feed shortage. Its wise and judicious cultivation promises to make it one of the most important and desirable crops which can be utilized as a source of animal nutrition in the Southeastern States.

#### Sheep and Hog Raising Possibilities.

To the outsider the growth and development indicated above may not be so apparent. To the man on the ground and who has passed through the pioneer era the transformation is marvelous, for it portrays a wonderful change in public sentiment and great possibilities for development in the immediate future. The food problem may therefore be regarded as either solved or easy of solution, and the initial stages in the establishment of animal industries in the South successfully passed.

In this connection it is proper to state



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that while the main discussion of this subject has seemed to center around the feeding of beef and dairy cattle, there is a great opportunity for the advancement of the sheep industry in the South. All the crops needed for their economic maintenance are available. The dog is derided as a menace. It is true that the worthless cur is an unmitigated nuisance, yet the man who really wants to go into the sheep business can overcome this seeming difficulty.

Sheep do well in the Piedmont section and the raising of early spring lambs can be made a thriving and profitable industry. There is now available thousands of acres of land on which sheep will browse to good advantage. Providing an abundance of winter feed is a simple matter, as has already been pointed out.

It would not be proper to close this discussion without referring to the possibilities of hog raising. The use of preventive hog cholera serum has enabled the practical control of hog cholera in many counties. Georgia was credited last year, for instance, with being the ninth state in the Union in so far as numbers of hogs is concerned. The increase last year was 15 per cent., which gave the state about 2,350,000 hogs. It is the general belief that the record for this year will show a further increase to 2,500,000.

Already, meat packing plants are beginning to spring up in Georgia, and since hogs may be raised almost exclusively on soiling crops, particularly in the vicinity of the Gulf of Mexico and the Atlantic Coast line, this industry, now that cholera is being controlled so effectively, will go forward by leaps and bounds.

The invasion of this territory by the boll weevil is stimulating hog raising in a most remarkable manner. When it is considered that pork may be made at about three to four cents a pound and primarily on grazing crops, the opportunities for engaging in swine husbandry will be readily appreciated. That hogs of fine character and quality and beautiful finish may be made on grazing crops has now been demonstrated. It is true that where peanuts and velvet beans or some other crops are grazed, corn feeding may be necessary for a couple of weeks before slaughter. The rapid increase in corn production will enable the farmer to take care of this end of the business satisfactorily.

In the winter feeding of all other classes of live stock, including horses and mules, silage may be made to play an important part. There are those who may imagine that it lacks nutritive qualities or that it will not make an abundance of milk, or that animals stall fed will not finish off rapidly or kill out to advantage. If it is properly combined with home-grown concentrates all of these fears will be found to be groundless. Silage with cottonseed meal makes an excellent winter ration for stockers, and a little of it improves the ration of horses and mules. It is the feed par excellence for dairy cows.

We have fattened hundreds of beef cattle bringing them to a high state of perfection so that they would slaughter out from 60 to 63 per cent. of the live weight when fed on silage and cottonseed meal. These animals have been sold in competition with corn fed animals from the West, and the meat has been pronounced equal in quality to that obtained from animals fed supposedly on a more desirable ration.

#### Type of Stock to Select.

As to the type and class of livestock to raise there is little to choose. Success in this direction will be governed primarily by questions of feeding and management.

Practically every well-known breed of hogs is represented in the Southeastern states. Any of them will do well under careful handling and will retain their prolificacy and capacity for rapid growth and development. The leading breeds of beef and dairy cattle are all well and favorably known and are now becoming quite widely disseminated. The same is true of sheep and poultry.

It is proper to state in this connection that there is more in the man than in the breed. In other words, any of the leading breeds of the various classes of live stock now well and favorably known in the United States may be developed to a high state of perfection under proper management in the Southeastern states.

In conclusion, it is not inappropriate to state that in this hasty review an effort has been made to point out the progress which is being made or may be anticipated along animal industry lines in the section in question, to indicate the latent possibilities it possesses for development, and the great opportunity and reward it will afford those who study and master its resources and utilize its wonderful soil, climate and varied crop-producing powers with intelligence and skill.

Just in proportion as this is done by the people now resident in the Southeastern states, or by those who may make investments therein, will desirable progress be made towards the solution of the problems which our meat supply now constitutes.

The South can and should become the most important factor in supplying the nation with an abundance of that class of food which the American appetite and standard of living demand and which it is commonly believed has made the Anglo-Saxon the dominating factor in the advancement of civilization. (Applause.)

MR. ALBERT ROHE: Mr. President, I move a special vote of thanks to Dr. Soule for this splendid address. It certainly has opened our eyes to a new and wonderful source of supplies.

(Motion seconded, carried by rising vote.)  
THE PRESIDENT: We will now hear from one of our leading chemists, Mr. E. H. Uhlmann, of Chicago. He has something important to tell us.

## CHEMISTRY AS APPLIED TO THE PACKING AND ALLIED INDUSTRIES

By E. H. Uhlmann, President, Chemical & Engineering Co., Chicago

Mr. President and Members of the A. M. P. A.:

It will call forth no contradiction if we say that today the packing business is so closely dependent upon the chemist that no packer dispenses with his services entirely. In the inception of the packing industry, when labor, material and live stock were cheap, it was an easy matter to get by without closely following up the numerous by-products of the industry, or without exercising that minute supervision of every possible source of income which is generally the practice today.

Nowadays it is necessary to pay careful regard to what in former times would have been regarded as apparently valueless, or, to say the least, not worth bothering about. Competition complete the most economical and careful management, together with the closest co-operation of all departments, and the utilization of every possible source of income no matter how trivial it may seem.

We believe we can truthfully say that there is no industry which calls for closer co-operation between the chemist and the different departments of a plant than in the packing house business. This is due to the fact that there are so many by-products, each of which must be taken care of, and handled in its own peculiar way with as much expediency as possible in order to obtain the best results.

### A Discussion of By-Products.

When one mentions packing house by-products, the first thought which enters one's mind is tankage and fertilizers. Tankage and fertilizers are as much a part of the packing house business as the livestock necessary for its operation.

Chemistry and its application to industrial purposes has done more for the fertilizer business than anything else. In fact, it has made it possible for the packer to utilize material which would otherwise have to be wasted. I shall endeavor in a few words as possible to show what the chemist can do, and is doing, in aiding the packer to secure as much value as possible out of his tankage.

When the chemist analyzes a sample of tankage he reports the Ammonia, B. P. L., Grease and Moisture. It is to the packer's interest to produce a tankage containing as high a percentage of ammonia as is consistent with the material going into his offal tanks, and which is low in moisture and grease.

The analysis will show just what kind of tank room supervision is being practised. To my mind there is no excuse for turning out tankage containing over eight per cent. of moisture or grease. As regards the ammonia and bone, that will depend upon the materials tanked. However, the chemist's report shows exactly what kind of a product is being turned out.

If the moisture and grease run high, it is the duty of the tank house foreman to see that they are cut down. A few features will show how important a bearing high moisture and grease have upon profit and loss. At present prices for grease, each per cent. of grease left in one ton of tankage represents a loss of 20 pounds of grease, which at present prices will be in the neighborhood of one dollar.

It is no uncommon thing to see tankage containing 20 per cent. of grease. A 20 per cent. grease tankage will, therefore, represent a loss of approximately \$10 per ton. The packer gets nothing for the grease in tankage. It is up to him to save this grease

and dispose of it as grease where he will realize a profit.

High moisture is inexcusable, as it lowers the amount of ammonia, and is something upon which freight has to be paid. Elimination of moisture and grease in tankage results in the production of better goods and bigger profits.

The present tendency in tankage is towards a high grade goods for feeding purposes, and high moisture and grease will not produce high grade tankage.

### Where Packer and Chemist Get Together.

It is here that the packer and the chemist can get together and determine just how to increase the value of this by-product. The



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Speaker at the Convention.

length of time necessary for the proper settling of the tanks, the proper handling and washing of the presses, and most economical methods for drying the pressed tankage can be definitely ascertained. It is probable that numerous tests will have to be made, but it is here that methods of operation can be standardized to a certain extent, and a satisfactory routine determined.

These processes require constant attention, and co-operation, but it is absolutely necessary that the chemist and the plant superintendents work together. In other words, the chemist's report will show just what errors should be corrected, and an intelligent co-operation will act as a correcting factor.

As stated before, the present tendency in tankages is toward the production of high grade goods for feeding purposes. The demand for high ammonia tankage makes it imperative to use material rich in ammonia. This is taken care of by the use of blood, and of concentrated tank water, or stick.

The use of evaporated tank water was brought about by the chemical department of the packing house. In this connection it is advisable to state that it is my opinion that every packer, no matter what his capacity, should install an evaporator to take

care of the water in his plant.

There are packers who are allowing water to run into sewers which is high in valuable ammoniates. The installation of an evaporator will more than pay for itself by taking care of waste liquors, by adding to the value of fertilizer material manufactured.

The packer who lets things get away from him is overlooking a big opportunity for making money. Nothing should be allowed to get away without first determining whether it can be utilized. The chemist is the man who can determine this point. And yet, there are some who say that they never need the services of a chemist.

### Savings in Edible Fats and Oils.

In the manufacture of edible fats and oils, chemistry plays an important part in determining how to blend various mixtures of fats and oils to produce the best results. This is especially true in the manufacture of lard compounds.

Lard in different parts of the country will have different consistencies, depending upon the climate. The chemist can work out a formula for a lard which will hold up equally well in the northern or southern part of the country.

The purchase of raw material entering into the various food products manufactured by the packing plant is an important item to consider. Packers buy vast quantities of salt, sugar, saltpetre, syrups, borax, alkali, flour, spices, flavoring extracts, coal, etc. The purchasing department of the packing plant can make use of the chemist's services as well as the operating and sales departments.

It is needless to state that it is of as great importance to know what we are buying as it is to know what we are going to sell. All raw materials should be bought upon specifications. In this manner uniformity of quality can always be assured.

### The Chemist in the Curing Department.

In the curing department, the chemist can be of great service. He can determine the strength of pickle solutions, ascertain the cure of the meat, make suggestions with respect to different cures, and see whether the meat is properly and evenly cured.

This is an important point to consider, as the cured meat branch of the packing business is second to nothing else. When hams and bacon go sour, the packer is up against a stiff proposition, and a big loss stares him in the face unless the trouble is checked. The chemist is invaluable in cases like this. The trouble can be ascertained by an examination of the meat and the source of infection traced and eliminated.

I have outlined, briefly, some points wherein the chemist can be of assistance in the packing industry.

There is no question in my mind as to the advisability of chemical control in such a highly specialized branch of our industrial system. Competition is too keen, margins of profit too small, and cost of production too high to overlook any advantages which are available in producing something better each year.

I have great faith in the present status of chemistry in the packing industry, and am certain that that faith will be justified by an ever increasing dependence upon chemistry in future years to come. (Applause.)

### The Return of General Ryan

THE PRESIDENT: Now, gentlemen, before we go I would like to hear a word from General Ryan. (Long applause.)

GEN. MICHAEL RYAN:—Mr. President and Gentlemen of the Convention: I assure you I did not come here to make any speech, and after what you have heard, words of wisdom and instruction and education, as they have been this afternoon, I do not think it is possible for you to digest any more.

I only want to say that I am very thankful to you for the conspicuous position you have



placed me in here on the stage. I am very glad I have been identified with this organization, that I helped to rock the cradle of the American Meat Packers' Association, and that it has grown up since my time to be a very lusty infant.

I am glad to be here with you to see all my old friends, and it is a sweet thing to know, to him who has been absent from your meetings for several years, that he is not forgotten. I thank you for the kind and cordial reception you have given me and I emphasize the words of His Honor, the Mayor, in welcoming the American Meat Packers' Association to the good old city of Cincinnati.

Fifty years ago this was the "Porkopolis of the West." We packed hogs here in those days without the aid of refrigerating machines or other appendages. That was before we knew anything about microbes or germs or bacteria, and I want to tell you that we packers were all prosperous and the people were all healthy. (Applause.)

We welcome you to our city twofold. First, because you are our guests and you know we have a long established reputation for hospitality. And the second is, my dear friends, that you represent that industry which gave this old city of ours here its first boost on the road to prosperity.

#### This Is a Critical Period.

Gentlemen, we are met at a very momentous time in the packing business. There was never a time in the history of the world when there was a more momentous or important question presented to the civilized people of the world and that is the food supply. It is a very perplexing and anxious question and why should it be otherwise just now, with the terrible war that is going on there in the old country!

Those people seem to have lost their senses altogether and seem to be engaged in the most sanguinary and monstrous warfare which would shame savagery itself. Already in two years more than ten millions of men, the flower of Europe's manhood, have been killed or disabled, and we behold the appalling and terrible spectacle of more than twenty millions of men engaged in a death grapple, and for what no one can tell.

But this we know, that every man taken away from the fields of industry and commerce has lessened the working force in the fields of industry and commerce, and it is a fact that the unfortunate population of those countries look with anxious eyes to the granaries and the packinghouses of America for the necessities of life. And while the prices of meat product are exorbitantly high, who will say or can say there will be any relief while this war goes on and for some time afterward?

#### Our Packers Have Fed the World.

And yet American meat packers have met the emergency in a splendid manner. We have been able not only to supply our own population of over one hundred million of people—and you know we are the greatest meat eaters of the world—and the people of this country will have meat, they can afford to pay for it, they can afford to pay for it at the present time as never before, and they are making little fuss about the price.

Yet, we have been able to supply those countries and have been able to support our own people, and I believe I would take the chances of continuing to supply those countries, and putting no embargo on the export of meat or meat products to the old country.

I do not believe in placing any embargo upon such exports. I believe in sharing with the rest of the world our bounty as much as we can. (Applause.)

Our Government has talked about the prices of meat. Out at the stockyards about three weeks ago a man had 140 head of hogs, and he sold the hogs to a packer at 11½ cents a pound gross weight. He told me that he bought those hogs as stockers, costing him

five months before less than \$1,000, and that the feed he gave to those hogs cost him less than another \$1,000, and he received a check for his 140 hogs of \$3,600.

That is making a good turn. Well, that is legal, he is an honest farmer and stock grower. That is all right, but the poor fellow that bought the hogs will have an awful time trying to explain to his customers that he is getting his money back and that he is not a cheater. (Applause.)

#### Money Is in the Stock Raising Business.

So, my dear friends, I can only refer to our old friend, Horace Greeley, when he said: "Young man, go West and grow up with the country." If he were alive today he would say: "Young man, go South, go North, go East or West, but wherever you go be sure you go into the livestock raising business." (Applause.)

There is nothing like it. I had a great grandfather, an old farmer, and he got pretty wealthy at it, but his descendants got into the pork packing business, and I find myself at the wrong end of the gun.

Like the Irishman who went out to shoot rabbits, in order to be sure that he shot as many rabbits as he could at once, at one shot, he put about three charges of powder into the gun. He hid behind a tree till a rabbit came along. Bang went the gun, and kicked. He fell head over heels and the rabbit went hopping away without being hurt. He said: "It was good luck for you that you were not at my end of the gun, or you would not be running off that way." (Laughter.)

So, we see, gentlemen, we are at the wrong end of the gun butt. However, there is no business in the world where men need to have any more hope than we have in the packing business, so let us not lose our hopes in this.

We know not what this coming season holds for us. It looks very much like the ten cent hogs are very high property and very dangerous to handle, but God only knows. If this war continues and the tremendous demand continues for meat, before we get them all sold they may have proved after all to be welcome business. So we do not know what is before us, only to get right today, do the best we can, and hope for the best! (Applause.)

Adjourned to 1:30 p. m. Tuesday.

## SOME INTERESTING FACTS IN CONNECTION WITH A NEW METHOD OF MANUFACTURING PURE LARD

By W. B. Allbright, The Allbright-Nell Co., Chicago

Mr. President, Gentlemen of the American Meat Packers' Association:

Some years ago I had the honor to address this Association at a Convention held in Chicago, my subject at that time being "Practical Considerations in Lard Manufacture."

It is not my purpose to review so fully as I did at that time the successive steps in the detailed manufacture of lard, but I will content myself with briefly alluding to my former address.

Suffice it to say that the manufacture of lard has remained practically the same for a great many years, and the methods in vogue today are very closely along the lines of what I described to the members of this Association some seven years ago.

At the present time I want to call your attention to a few facts that I have recently been able to work out in a practical manner, pertaining particularly to the manufacture of kettle-rendered lard.

#### All Lard Should Have Kettle-Rendered Flavor.

For a great many years past I have encouraged every one to develop as much as possible the manufacture of kettle-rendered lard. It has been my dream for a great many years that eventually the entire pure lard of the country should carry a kettle-rendered flavor. To the housewife and cook the flavor of kettle-rendered lard is about the only flavor that they really appreciate. They know this flavor and expect it to some extent.

## Second Session

Tuesday, October 10, 1916, 1:30 p. m.

The meeting was called to order by the president.

THE PRESIDENT: The secretary will read a few telegrams.

THE SECRETARY: I have a telegram, gentlemen, reading as follows:

"American Meat Packers' Association, Hotel Sinton, Cincinnati, Ohio.

"The American Association of Refrigeration sends greetings and best wishes for a successful and profitable meeting. A cordial invitation is extended to all members of the American Meat Packers' Association to attend the Sixth Annual Convention and Exhibition of the American Association of Refrigeration at the Congress Hotel, Chicago, October 11 to 13, 1916.

"FRANK A. HORNE, President."

That is this week.

We have two invitations for the next convention from St. Paul:

"The St. Paul Association of Commerce extends to your officers and delegates a most cordial invitation to hold your next convention in St. Paul. We can assure you a most cordial reception. St. Paul Association of Commerce, by S. D. Dittenhofer, president, E. M. McMahan, general secretary."

"The city of St. Paul will appreciate greatly the holding of your next convention in our city and we will take pleasure in making the meeting a most memorable one from every standpoint. V. R. Irvin, mayor, City of St. Paul."

These two telegrams automatically go to the Executive Committee. I also am requested to read the following letter:

"The Cincinnati Chamber of Commerce cordially welcomes the American Meat Packers' Association and extends invitation to your members to visit the exchange hall and quarters of the chamber during their visit here. With sincerest wishes for a successful and profitable meeting, I remain, very truly yours, W. C. Culkins, executive secretary."

THE PRESIDENT: Mr. W. B. Allbright, of the Allbright-Nell Company, of Chicago, will read a paper on new possibilities in lard manufacture.

It has always seemed very desirable to me that a condition be brought about in the manufacture of pure lard wherein the public can be given what would appeal to them as being the best.

The members of this Association should not overlook the fact that for almost thirty years there has hardly been an improvement in the lard furnished their customers which could be called a distinct improvement. The methods of manufacture in vogue today are practically the same as they were thirty years ago.

#### Competing Products Have Entered the Field.

In the meantime there have come forward several substitutes for lard, the most notable of all these substitutes being cottonseed oil. Thirty-five years ago cottonseed oil was not considered fit for edible purposes, and was sold entirely for use in the manufacture of soaps.

You are all familiar, however, with the rapid strides that have been made in improving the quality of cottonseed oil for edible use. As a result of these improvements there are large manufacturers of cotton oil products pressing their goods for sale, and liberally advertising the same as being better than hog lard.

In addition to cottonseed oil there is another fat which is being pressed forward to take the place of lard. I refer to coconut oil. This also is becoming quite a serious factor as a competitor of hog lard. So that aside from other reasons, it will be well for manufacturers

of pure lard to seriously consider any method which is suggested that would result in a material improvement in their pure lard.

Owing to the great scarcity of all kinds of fats at the present time, you may not feel the necessity of safeguarding the volume of your pure lard sales. But we must remember that present conditions are likely to continue but for a short period, and sooner or later some efforts will have to be undertaken to convince the housewives all over this country that pure lard is superior to all other cooking fats.

At the same time, I believe it is well to take these matters in hand at a very early date, and therefore I hope that you will welcome the suggestions that I have to make.

#### Too Many Grades of Lard on the Market.

At the present time there are too many grades of lard offered to the public. We have three distinct grades: pure leaf lard, kettle-rendered lard, and pure lard. It seems reasonable to believe that we could get along better with two grades, these grades being leaf lard and pure lard.

I will not attempt to discuss the question of leaf lard at all. This fortunately, is such an excellent product that it needs no further consideration or attention than that already given to it.

I suggest that you do entirely away with the brand of lard known as "kettle-rendered lard." The volume of the sales of this grade of lard is, relatively speaking, very small, and the requirements of the manufacturers to maintain this grade of lard are expensive and useless, necessitating a high price in its sale, and the carrying of an extra quantity of lithographed pails, labels, boxes, etc.

Kettle-rendered lard has always been sold at a very considerable advance in price over pure lard, and this advanced price has been the biggest cause of the sales being small in volume. The reason for this is that it actually costs the manufacturer more money to make it. This extra cost is almost entirely due to the amount of lard left in the cracklings.

#### How to Make Kettle-Rendered Lard at a Profit.

No progress along the lines of my suggestion will be practical, unless the percentage of the lard left in the cracklings can be reduced to a very much smaller amount than is customary. Fortunately, I have found a way of handling the cracklings so that a very small amount of lard is left in them.

The economies in this respect that I have brought about make it possible for me to state that kettle-rendered lard can now be made fully as cheaply as the lard that is cooked under steam pressure in rendering tanks.

The suggestion that I have to offer consists of developing to the fullest extent the kettle-rendering of all the fats possible, and mixing with the same the necessary amount of lard that must be steam-rendered in the rendering tanks; marketing one product consisting of steam-rendered and kettle-rendered lard, mixed under one brand to be known as "pure lard."

I believe that all manufacturers can afford to forego the luxury of the brand of kettle-rendered lard.

#### This New Grade of Pure Lard.

We will now discuss in more detail just how to manufacture this new grade of pure lard. Admitting that it is still necessary to steam-render a certain percentage of hog fats, this percentage amounts to only 35 per cent of the total. It is possible to take the remaining 65 per cent and kettle-render them.

I will not take up your time to describe in detail the method of kettle-rendering lard, as my paper on that article, read at your convention in Chicago in October, 1909, is, generally speaking, well known to all of you, and I believe that system is very closely followed today.

However, as already stated, the great thing needed in the manufacture of kettle-rendered lard has been the recovery of the lard from the cracklings. The general method of pressing the lard from the cracklings is still in vogue everywhere, but I am sorry to say that the amount of lard left in the cracklings by the best presses that I know of amounts to, roughly speaking, 10 to 14 per cent, and from

15 to 30 per cent as a rule, where pressing is not so thoroughly done and the most powerful presses used.

This large percentage of lard left in the cracklings has been for years the great drawback. It is possible, however, today to press lard cracklings so that they will not contain more than 5 per cent lard. When this is done we have the lard crackling in an edible condition with such a small percentage of lard in it that it can be further manipulated and made into a very highly edible product.

#### Lard Cracklings Reduced by Grinding.

When lard cracklings do not contain more than 5 per cent of lard they are easily reduced by grinding to a condition of flour, and in this flour condition lard cracklings may well be called "animal flour."

I would like to present to you the result of several tests showing the small amount of cracklings that come from different fats when kettle-rendered. The following are actual tests obtained from rendering five thousand pounds at one rendering:



W. B. ALLBRIGHT  
(Allbright-Nell Co., Chicago)  
Speaker at the Convention.

Fats Taken	Yield of Cracklings
1. 55 per cent skinned back fat 45 per cent cutting floor trimmings	2.95 per cent
2. 61 per cent skinned back fat 39 per cent plates	3.15 per cent
3. 100 per cent clear plates	4 per cent
4. 100 per cent skinned back fat	2.4 per cent
5. 35 per cent skinned back fat 65 per cent cutting floor trimmings	3 1/2 per cent

The amount of lard left in the above cracklings will average close to 5 per cent. This is based upon numerous tests made from time to time.

The fats giving lowest percentage of 4.2 per cent were those containing considerable cutting floor-trimmings. The highest percentage, 6.7 per cent, occurred in the test which had 61 per cent of skinned back fat.

#### Animal Flour.

I produced my first animal flour from lard cracklings in February of this year, and I have a sample here which I will be glad to have any member examine. This particular sample shows a fat content of 6 per cent and a protein content of 87.2 per cent. In this condition you can readily see that it should become a very valuable food product.

It has not been possible for me to develop the use of this flour to any extent, but I have

used it in my home, in bread for the table, and I have brought with me also for your examination some of this bread.

These loaves of bread which you see here were made with one pound of this identical animal flour which is here upon the table, mixed with five pounds of Pillsbury's Best flour. The mixture I made by weight, so as to see that the proportions were accurate, and then had the loaves baked at home in the regular way in which all of our bread is baked. The bread is very palatable. In one of these loaves there is more than double the nutriment that there is in a loaf of bread made with Pillsbury's Best flour alone.

#### Use for This Flour in Sausage.

Another use for the flour that I can recommend is in pure pork sausage. A very small percentage added to pure pork sausage makes the most delightful texture, and the sausage when cooked and placed on the table is certainly very delicious, and much more toothsome with the flour added than without.

When the proper use for this crackling flour or animal flour is developed, it will command a price that will make its production very desirable.

#### Increased Yield of Lard.

It is commonly understood that you cannot obtain the same yield from kettle-rendered lard that you can obtain from the steam tank, but when cracklings are properly pressed the yield of lard is fully as great in the kettle-rendering process as it is in the steam-rendering process. So there is nothing to be considered except the increased value of the animal flour as compared with the value of the same materials in tank water and fertilizer.

#### Bringing the Kettle Rendered and Steam Rendered Lards Together.

You have already absorbed my suggestion. I think fully, but concisely stated, it is simply this:

Render 65 per cent of fats in the kettle-rendering system. Render the remaining 35 per cent of fats in the steam tank system. Then bring these two grades together, and make one product.

To do this I recommend that the steam-rendered lard be brought to the kettle-rendering kettle, and cooked with the fats to be kettle-rendered. This lard then will be drawn off as one grade of lard, and sold under the brand of "pure lard."

#### Net Results.

The advantages gained by establishing a grade of pure lard along the lines of my suggestions would be:

1. A pure lard of superior quality and flavor; something that can be advertised as the best cooking fat in the world.
2. Economies in manufacturing costs.
3. A reduction of supplies carried in stock, arising from reducing two brands of lard into one.
4. Making pressed cracklings available as an edible product.

I cannot close without again calling your attention to this flour made from lard cracklings. This flour can be easily produced with an average content of 87 per cent protein. A pound of lard cracklings in this form therefore would be practically the richest edible food product in your entire line of manufacture.

Do you realize, gentlemen, that in this flour before you there is represented in one pound by weight more nutriment than there is in any four pounds of beefsteak that you can cut from your best beeves?

I am aware that I am making a suggestion to a class of manufacturers who have never been called dreamers. The public estimate of meat packers is that they are hard-headed, commonsense business managers. The opinion is popular that nothing escapes you except the squeal of the hog, but in these lard cracklings there is a profit escaping you which if you do not look out will destroy your public reputation.

Animal flour made from lard cracklings could be readily used to increase the nutri-



ment value of many varieties of foods. It would be easily absorbed in soups or in bread, and if this flour was available today you would have no trouble in disposing of it to many localities in Europe, where anything with such a high food value as this flour would be of absorbing interest at the present time.

THE PRESIDENT: Next we will have a paper on the "Development of Our Potash

Industry," by Mr. F. M. DeBeers of Chicago. (Applause.)

MR. DE BEERS: Mr. President and Gentlemen: Having given a couple of papers before this Association, I thought I was going to be left out this year, but Mr. McCarthy said that you wanted something on potash. Well, what I am giving you here is not my own, but I have tried to collect it as carefully as I could.

## DEVELOPMENT OF OUR POTASH INDUSTRY

By F. M. de Beers, President, Swenson Evaporator Co., Chicago, Ill.

Mr. President and Members of the American Meat Packers' Association:

American chemists have been looking for potash in this country for a great many years and several deposits and sources were discovered years ago and then neglected by capital, because of the moderate price of the German article. Most if not all of the present sources were known before the war, but the industry did not seem then to promise returns large enough to warrant the hazard of the new undertaking. Consequently nothing was done until our supply was suddenly cut off and a brief review here of what we bought on the average per year from Germany may not be out of place.

In round figures the following list shows approximately what we imported each year:

	Tons.
Potassium muriate (80%).....	250,000
Potassium sulphate (90%).....	50,000
Manure salts (20-38%).....	200,000
Kainit (12-15%).....	500,000
Total .....	1,000,000

Figuring all the potash as  $K_2O$  or potassium oxide would show about 360,000 tons of the oxide in the above importation. Our yearly supply of German potash cost us about \$20,000,000 before the war.

During the balance of this paper when I refer to percentage of potash, I will mean per cent. of potassium oxide or  $K_2O$ .

The question of whether we can produce this large amount of potash here and take care of our increasing demand is entirely too large for me to even consider, particularly as no one seems to know when the war will end and what Germany plans to do then. We know she can produce potash very cheaply and we also know we have large but scattered supplies of potash-bearing materials here, but the whole thing is in too primitive a state now to warrant any guesses.

Some of our present developments will survive any competition, but others are simply intended to fill a present demand. In this paper I am only attempting to explain where we can secure our raw potash salts and what has been done up to the present that has come to my notice. The refining and purification of these raw salts has been done here before the war and our large chemical companies can without doubt take care of this phase of the situation. Some of these raw salts can of course be used in their raw state in certain industries.

Most of my information is first hand and my estimates as to quantities are of course approximations. I wish here to say that some of my information was obtained from reports by experts in other industries and to all these men, I acknowledge my indebtedness.

### American Sources of Potash Supply.

Our sources of supply can be divided into two classes, one containing those which are by-products and the other class consisting of industries where potash is the principal product. We will consider the by-product potash first.

Wood ashes have been the source of potash ever since our ancestors knew how to use same. After the German industry had developed the making of potash from ashes was practically abandoned, but lately I believe our supply is being augmented from this source. I have not been able, however, to locate any data that is sufficiently complete and reliable as to what we can expect

in total tonnage, etc. I am of the opinion that this source is not of very great importance from a commercial standpoint.

Bittern produced in the manufacture of salt from seawater contains potash, but the



F. M. DE BEERS  
(Swenson Evaporator Co., Chicago)  
Speaker at the Convention.

quantity is very small and it is very difficult to separate from other salts. Bittern from the water of our Great Salt Lake is now being treated by three companies and this runs about 2 per cent. potash. Each company has its own method of separation and purification, and if they all operate up to their expected capacity they could turn out approximately 30,000 tons of raw salts per year, running about 20 per cent. potash.

This figure is only approximate, as before stated, but it will serve to show that this source is not very important, and high freight rates to Eastern points makes it appear as if this process might have a hard time surviving after the war. The bittern also contains about 5 per cent. magnesium oxide, and because of that my conclusion may be unfair.

Wool is scoured or washed before it can be made into yarn, and this wash water contains about 3 per cent. total solids after the wool grease and dirt have been separated out. These solids will average over 25 per cent. in potash and are easily recovered. This material is available at the Atlantic seaboard, and because of the value of the wool grease it is very probable that the manufacture of potash in this way can be commercially successful.

Another reason for saving this waste, lies in the fact that by doing so this objectionable wash water is not run into streams or sewer systems. While the potash made should be easily marketable, the quantity obtainable from this source cannot be very great, and I regret I have no figures as to tonnage. The potash is in the form of carbonate and potash soaps.

Fish water produced in menhaden factories contains about 8 per cent. solids, and these solids will average 5 per cent.  $K_2O$  and over 16 per cent. ammonia. This cooking water should be saved and can be converted into a most profitable by-product. The industry is not a large one, however, and not more than 15,000 tons of dry fertilizer averaging as above could be produced per year based on the average kill of our Atlantic factories for the past five years.

### Potash from Sugar and Molasses.

In the making of alcohol from cane molasses there is a liquid residue left in the still which contains 5 per cent. solids. These solids will average 9 to 10 per cent. potash and also contain some ammonia. The potash is probably in the form of carbonate and sulphate. A few distilleries are now saving this slop and recovering the potash. If all the slop made in this way was saved and the solids recovered, we could count upon a production of about 200,000 tons of 10 per cent. potash per year as a maximum and I am inclined to believe that this estimate of mine is a little too high.

Many of our beet sugar factories employ the Steffens process for recovering the sugar from their molasses, and after the sugar is made in this way there remains a waste solution averaging about 4 per cent. solids. Approximately half our factories have this waste material. These solids can be recovered and many European factories are doing so, but up to the present time our sugar makers, with a few exceptions, have done nothing.

A dry product made from Steffens water will average over 6 per cent. in ammonia and over 12 per cent. in potash in the form of carbonate. Our American farmers will probably produce seven million tons of beets this year, and if the Steffens process were used in every factory and all the water were saved, we could count on about 200,000 tons of product per year on the above analysis.

We are expecting a decided and permanent increase in our production from this source within the next year.

In the manufacture of cement, the dust leaving the furnace carries a considerable quantity of potash salts and these are being recovered by several methods. The most successful seems to be the Cottrell system, and very large returns are obtained according to several authorities.

I have estimated roughly that we could produce about 80,000 tons of potash annually in this way if the figures given me are correct. It is sufficient to say that several plants are now using this process successfully, and one plant is now being built near Buffalo that will turn out potash as the main product and cement as a by-product. This of course is a development of the feldspar situation to be discussed later.

### An Enormous Loss of Potash.

Furnace gases from blast furnaces contain potash due to the volatilizing of the potash salts by the high temperature. This probably produces potassium cyanide and the amount of potash that passes away is enormous. My own figures seem so large that I am afraid of them, mainly because I have not had any direct experience or contact with this problem.

If the statements of authorities, who have written in high-class journals, are correct, this is one of our largest sources of potash, and is no doubt being investigated thoroughly (and quietly) by the large producers of pig iron. The dust which settles in the stoves and boilers is now collected and sold to refiners of potash salts, although I could not find any data as to quantity.

### Other Sources of Potash Supply.

This about takes care of the development of our by-products as a source of potash. The remaining sources can be grouped under four headings, kelp, alunite, Western lake waters and feldspar. There are some other minerals which contain potash, but personally I have not learned of any which are in sufficient quantity to be considered.



The making of potash from kelp is being carried out with partial success on the Pacific coast. The present high value of this material, and the absolute necessity of securing a supply, has made it logical for some large users to put up plants for this purpose, and they are good investments no doubt for these reasons.

I cannot see how this can be a permanent industry with potash at the price it was before the war, unless someone perfects a process that will permit of a lower cost of production. This of course is only my private opinion, and I hope I am wrong, which is easily possible, as I have not had the opportunity to study the matter as closely as I would like to. If the kelp is thoroughly dried or burned I am told it is possible to secure a product running over 15 per cent. potash. So far as I know, no figures are obtainable as to production.

Potash from alunite is being successfully made in Utah, and I believe this industry is a permanent one. One of our large packers is responsible for the first commercial plant, and I am told that outside of the setbacks which must be expected in such a new development the process is a success. According to my own figures, which are simply estimates, I would say that the production next year should be at least 20,000 tons of potassium sulphate 90 per cent. pure, a very high grade product.

Other plants are now being contemplated and we may soon have a much larger output. The ore itself runs from 8 to 12 per cent. in potash and the process of manufacture is relatively simple.

#### Largest Available Source for Quick Use.

The largest source available for quick use is out in western Nebraska and Wyoming. This field, to my way of thinking, is also a permanent one, and after the business has been standardized and the necessary experience secured, I believe our Nebraska friends can compete, if necessary, with Germany within a reasonable shipping radius.

There are a large number of these small lakes, running from a few acres up to several hundred acres apiece. Those containing potash salts have vegetation around their banks, while the alkali or soda lakes are barren. You will very often find two lakes side by side, with potash in one and not in the other.

Experts are now at work trying to locate the source of the potash that drained into these ponds, and if they are successful we will probably be relieved of any worry as regards our supply.

These lakes or ponds will average 10 to 16 per cent. total solids, and these solids when dried will contain from 15 to 30 per cent. potash, depending upon which lake is being worked. A fair average would be 12½ per cent. solids containing 20 per cent. potash.

On small lake alone which is being worked now is said to contain over 300,000 tons of these salts. A large number of lakes have been bought and will be developed as soon as the new plants can be finished.

It should not cost over \$5 per ton to make the final dry products, and this allows liberally for every item of cost, so you can understand why I say that this field should be permanent, at least for a good many years before the lakes are drained. I should say that by the first of next January we will be getting 20 per cent. potash salts from this district at the rate of 100,000 tons per year as a minimum.

Oregon has several lakes that contain very large quantities of potash as sulphates and carbonates. Some work is being done, but so far as I know there have not been any developments on a commercial scale up to the present time. I learned of one lake recently that I am told contains 18 per cent. total solids, of which 8 per cent. is potassium carbonate, which certainly sounds very interesting.

Searles Lake in California contains a large quantity of potash, and a great deal of money has been and is being spent to produce a marketable product. The problem is not an easy one, as the brine contains a mixture

of potassium and sodium sulphate, carbonates, chlorides and borates. They are very hard to separate, although I know that several hundred thousand dollars has been spent on a plant within the last year by the American Trona Corporation, which anticipates a large tonnage of potash salts soon.

The brine used contains over 30 per cent. total solids, with about 5 per cent. of potassium chloride. The company is figuring on an output of 40,000 tons per year of 80 per cent. muriate, and so far as supply is concerned they could operate at many times that rate for years to come, as the lake is very large.

#### To Make Potash from Feldspar.

Feldspar occurs in so many localities that we are all hoping that some American chemist will soon solve the problem of how to make potash from it on a commercial scale. The supply is practically unlimited. It averages from 8 to 15 per cent. potash in the form of silicate and aluminate. One syndicate of miners in Colorado is producing 2,000 tons of finely ground and washed feldspar each day, which is all ready for a satisfactory process.

Hundreds are experimenting, and if I had time I would be glad to explain some of the methods being tried. As soon as an economical method is discovered, we need have no fear about our supply, but such a method must be able to produce at a cost comparable with

Germany's cost, which up to the present time has not been done, to the best of my knowledge.

I have not attempted to explain any particular process used in making potash from any of these raw materials, as such information to be complete would result in a book rather than a paper.

After studying this question as carefully as possible, I am of the opinion that we will produce raw potash salts next year in sufficient quantity to supply about one-third of our average demand before the war, or equivalent to 120,000 tons figured as potassium oxide (K<sub>2</sub>O). There is a chance that we may exceed this by 50 per cent. if certain properties are worked or if new processes are developed. But even then we would have but half our requirements during normal times, and right now we could really use more than that.

Our future as a large producer depends entirely, to my way of thinking, on our success with feldspar, alunite, blast furnace gases, Searles Lake and other lakes in Nebraska, Wyoming and Oregon. We cannot secure much more than about 15 per cent. of our requirements from the by-products first discussed, although many of these should be permanently profitable. (Applause.)

THE PRESIDENT: The next will be "The Packinghouse Industry as Seen by a Broker," by Mr. J. J. P. Langton, of St. Louis, Mo.

## THE PACKINGHOUSE INDUSTRY SEEN BY A BROKER

By J. J. P. Langton, St. Louis, Mo.

Mr. President and Members of the American Meat Packers' Association:

I was asked to address you on any subject I cared to choose, so I have the honor of talking to you in general without obligating myself to say anything in particular.



J. J. P. LANGTON

(Cudahy Packing Co., St. Louis, Mo.)  
Speaker at the Convention.

In the premises I might mention that the raw product of the packinghouse business in the United States costs more than that of any other product manufactured, not excepting that of the steel corporations. Moreover, the finished product is merchandised at nearer cost than that of any other product in the country.

We generally speak of an abattoir rather than a slaughterhouse.

I believe that as civilization advances the intercommunity of business will also ad-

vance. In fact the latter will be the precursor of the former, and I think if we had a unit of international coinage we would be making a good start for universal peace. There is no business which has shown a greater enterprise than the packinghouse business, therefore it behooves us to see what our neighbors are doing.

#### Early History of the Business.

Public slaughterhouses are of great antiquity and owe their beginning to Roman civilization. It is on record that animals were slaughtered 300 B. C. in the open air in the Forum at Rome. In London we find the first licensed slaughterhouse in 1855, private slaughterhouses ceasing to exist on account of meat inspection.

This may be of some interest, that in order to be an alderman of the City of London it is necessary to belong to one of the London Guilds, of which there are 158. The Butchers' Guild, one of the oldest, ranks twenty-fourth, and was founded in the thirteenth century. The Guilds are very wealthy. The ratable value of the Butchers' Guild is \$27,500 per annum. Its schools and almshouses cost \$9,000 per annum. Its silver and gold plate is estimated to be worth \$160,000, and its annual income is \$320,000.

The Aldermen elect the Lord Mayor of London, so the Lord Mayor must belong to one of the Guilds. Some of the greatest men of the country feel honored when elected as Master of any of the Guilds.

Public slaughterhouses existed in many large towns in Germany in mediaeval times under the name of Kuttelhoehe. They were owned and controlled by the Butchers' Corporations or Guilds, but all members were not members of the Guilds. In France in the 15th and 16th centuries numerous towns were provided with public slaughterhouses. In Belgium public slaughterhouses have been provided in all large and many small towns. In Switzerland there are public slaughterhouses in nearly all places having more than 2,000 inhabitants.

In Italy a law of 1890 required that public slaughterhouses should be erected in all communities of more than 6,000 inhabitants. In Austria a law of 1850 required the provision of such places in all the large and medium sized towns. In Norway and Sweden a law of 1892 required the provision of public

slaughterhouses, which is slowly being fulfilled. In Denmark there are public slaughterhouses in Copenhagen and a few other towns. In the Netherlands a number of public slaughterhouses have been provided, likewise in Roumania.

#### Public Abattoirs in Various Countries.

A French work published in 1906 gives the number of public slaughterhouses as 839 in Germany, 84 in England, 912 in France, and almost 200 in Austria. It is in Prussia that the greatest progress has been made. The most admirable buildings have been constructed and the waste worked up to almost as fine a point as with our large packers.

In England there is no national law requiring that meat should be inspected before sale for human food, hence there is no obligation



F. R. BURROWS  
(G. H. Hammond Co., Chicago, Ill.)  
Member Executive Committee.

upon any butchers to make use of public establishments for the slaughter of their cattle. This, indeed, is the position of some continental slaughterhouses, but increasing strictness of laws as to meat inspection, and especially in requiring that all animals shall be inspected at the time of slaughter, is making the use of public slaughterhouses obligatory. Such a law now exists in Belgium, where it has served as a model to other countries.

The German law of 1900 extends to all parts of that country the same requirement and enacts that "cattle, swine, sheep, goats, horses and dogs, the meat of which is intended to be used for food for man, shall be subjected to an official inspection both before and after slaughter."

New Zealand has a number of public slaughterhouses. The Meat Supervision Act of Victoria, Australia, empowers the Board of Health to make regulations for insuring the wholesomeness of meat supplies. Regulations have been made for Melbourne.

The planning and construction of public slaughterhouses have been the subject of excellent treatises by German writers, among whom may be mentioned Dr. Oscar Schwarz, of Stolp, and Arthur Osthoff, a former city architect of Berlin; while the great German authority on the meat industry is Prof. Ostertag of Berlin.

#### Planning a European Meat Plant.

Dr. Oscar Schwarz divides the plant into six fundamental divisions with their accessories. The divisions are: First, an administrative division; second, a slaughtering hall with a special room for scalding swine; third, closed cattle pens; fourth, room for scalding and cleansing tripe and intestines; fifth

engine house; sixth, separate slaughtering room with pens for animals suffering from, or suspected to be suffering from, contagious disease. A necessary adjunct is a cold chamber in which carcasses can be removed from the slaughtering hall.

He goes into numerous details which are very interesting. I may mention that the public slaughterhouse at Dusseldorf covers twenty acres and is one of the finest places of its kind. I might add that while Dusseldorf owns this immense public slaughterhouse, it is also one of the leading art centers of the world, and no less a man than the great Hungarian artist Muncaszy spent considerable time at its art school.

This reminds me that Cincinnati, which is a great hog-killing center, and often called the Porkopolis, has the oldest literary club in the country. It was founded in 1849. And while on the subject of Cincinnati I might mention that the United States Government building is built of Maine and Missouri granite, and that the Church of St. Francis de Sales, built in 1888, has a bell weighing 15 tons, said to be the largest swinging bell in the world.

The use of public slaughterhouses has not been found to affect the price of meat, although one of the numerous arguments used by butchers against being required to slaughter in these places was that it would raise the price. On the other hand we find a number of butchers getting together and building their own slaughterhouse, but I believe the result has not been successful as a whole.

Inquiry on this subject by a Swedish veterinary surgeon of Stockholm, Dr. Kjerulf, of 560 towns possessing public slaughterhouses elicited replies from 388. Of these 261 towns declared that as a result of the compulsory use of abattoirs and compulsive meat inspection the price of meats had not been raised but had not been lowered. In case of 22 towns prices rose temporarily, but soon reverted to the normal level. In many cases it was alleged that the temporary rise was due not to the public slaughterhouse, but to other causes, notably the scarcity of livestock. Everyone knows that the fundamental cause of prices is the question of supply and demand.

#### United States Has the Most Modern Plants.

But it is in the United States where we meet with the modern plant in all its minute details and wonderful efficiency.

I was in Chicago recently, and the president of a well-known company showed me an up-to-date establishment. One could not help but be impressed with the remarkable cleanliness, equalling that of any kitchen, the granite, the glazed brick lining the walls, and above all the light.

Light is a great censor, as it accentuates the filth as well as magnifying the polished brightness of the place. Here at the noon-time, while an artist played the piano, savory plates of food were served at prices from one cent up. The president took a pride in this place, and that is why he had such a perfect place.

Employees of good service are being pensioned with incomes as high as \$5,000 per annum. They have gymnasiums, clubs, and insurance companies.

In St. Louis a small but growing concern has just finished a killing room where the walls have a few feet of green glazed brick and are finished with white glazed brick to the ceiling. If it were not for the hog scraper this place might remind you of a dance hall, with its brightness and light. I suppose some day they will be finishing up hog scrapers with aluminum coating!

#### If Packers Handled Milk and Cream.

I have often thought that if the packers had the distribution of cream and milk we would get better cream and milk. Its importance calls for a greater need of purity than that of any other food. Milk is eaten raw. Meat is first cooked. Milk is a far greater culture medium for disease producing bacteria than is meat.

A noted authority has said the business end of milk production is a generation be-

hind that of meat production. A report on grading and labeling of cream and milk issued August, 1916, by the Boston Chamber of Commerce says: "There is practically no other commodity bought and sold in the slipshod way that cream and milk are bought and sold. Producer, distributor, and consumer alike should demand and work for a grading and labeling system."

And yet, as compared with meat, milk is not supervised by the national government. It is not well supervised by local governments, and I know that if the packers took in hand the distribution of cream and milk it would be the best the country has ever known.

I make this statement comparatively, as everyone knows who is acquainted with the chemical industry of this country that the laboratories of our packers are turning out better chemicals in their line than any other laboratories.

#### Wonderful Variety of Packers' Chemical Products.

Everyone is acquainted with our glycerine. But pepsin, pancreatin and the various glands, such as thyroid, thymus, parotid, suprarenal, mammary and prostate, not to mention the various substances such as ovarian, orchic, spleen, spinal chord, brain, and in addition rennet.

I might say that we get our highest grade rennet from Germany, for the simple reason that they can kill their calves immediately they are born, while ours must be a month old. A grain of our high-grade rennet will coagulate milk in the proportion of one grain to fifteen thousand; theirs runs as high as one grain to thirty thousand.

The thyroid gland has been experimented with at the Pasteur Institute in Paris, notably by the late Dr. Sequard, and it is said that if taken under the advice of experienced medical practitioners that it is unequaled for giving virility to the human being. We all agree, because we know that it is something to conduct a plant on twentieth century methods.



GEORGE HEIL  
(Heil Packing Co., St. Louis, Mo.)  
Member Executive Committee.

I do not know any business which enters into the economic welfare of the masses as much as the packinghouse business, nor do I know any food product which the laboring man consumes which is sold at so close a margin of profit as that which we are engaged in producing. There is no business where a more varied knowledge is required,

where the success and failure so much depend on the sagacity and aggressiveness of the individual. We have firms whose brands have become household words and whose packages are as attractive as their contents are wholesome.

#### Packer Gives a Square Deal in Business.

As a man who has been a merchandise broker for over twenty-five years, I have been asked how does the packer compare as to business methods with any other mercantile line I handle. I am ready to say in response that there is no line I have ever sold where the buyer gets a squarer deal than that given him by the packer. Errors are bound to take place, mistakes must happen, even if ever so rarely, yet I have never presented a claim which was at all equitable which has not met with ready response and ready settlement.

I remember the time when the railroads were traduced; today the government is trying to help them out. The packers, too, have had their share of obloquy, but they are outgrowing it fast without the assistance of anyone.

There is no industry which a man ought to be prouder of entering than the packing-house business, and I know of no occupation where a faithful and industrious young man meets with the many and excellent chances



N. O. NEWCOMB

(Lake Erie Prov. Co., Cleveland, O.)  
Chairman Committee on Resolutions.

to climb the ladder of success as he does in the employment of the American packing-house.

#### Report of Resolutions Committee

THE PRESIDENT: Gentlemen, the next in order will be the Report of the Committee on Resolutions.

THE SECRETARY: The first report is that of the Committee on Resolutions.

#### Enormous Loss in Meat Supply from Disease.

Whereas, it is reported by the United States Department of Agriculture that there is an annual loss of \$250,000,000 owing to the prevalence of tuberculosis, hog cholera, pleuro-pneumonia and other contagious and infectious diseases; and

Whereas, no radically effective measure has been taken by the government to eradicate these diseases, such as was done in the case of the hoof and mouth outbreak; and

Whereas, this tremendous economic loss has its direct reflection in the reduction of quantity of our meat food supply, and therefore a direct bearing upon prices to consumers; be it

Resolved, that the press and public be invited to consider this highly important matter, and that they urge upon Congress the necessity for saving to the people of this country this enormous quantity of meat food product, both because of the requirements of our people and because of the unnecessary loss.

(Motion seconded and adopted.)

#### Ask Government for Enough Inspectors.

"Whereas, the demand for meat food products is unprecedented, and thorough inspection is necessary, be it

"Resolved, that the secretaty of this Association be instructed to immediately request the Department of Agriculture to furnish a sufficient number of inspectors for regular and overtime operations in all packinghouses."

The reason for that report is that some of our packinghouses are hampered in their operations by a lack of inspectors. The demand on the packers for meat is so great at this time that we must keep our plants in continuous operation, and the natural flow of our work is being hampered because the government cannot or does not furnish enough inspectors. That is the object of the resolution and the committee moves its adoption.

(Motion seconded and adopted.)

#### Unfairness of the Oleomargarine Tax.

THE SECRETARY: "Whereas, the cost of food stuffs of all kinds is constantly rising, to the great unrest and disturbance of our people, there still remains on our statute books a tax on oleomargarine, which is admitted to be a pure, wholesome and nutritious article of food; be it

"Resolved, that we again call the attention of consumers to this discrimination against a government-inspected, disease-free, wholesome food product, and we urge the unfairness of a tax which is in favor of a competing manufacturer and against the consumer."

In explanation of that, it may be stated that very few of our members produce oleomargarine. Its ingredients are fats, and other things which go into its manufacture have a very strong relative position with regard to the cost and selling prices of fats, so that every member of the Association is interested in the question of taxing oleomargarine and the quantity that is produced because if the production of oleomargarine was increased, you have an increased market for your fats. The committee also moves the adoption of that resolution.

(Motion adopted.)

#### Against Further Freight Rate Increases.

THE SECRETARY: "Whereas, the operating costs of production, including transportation rates, must be included in the selling price of any article; and

"Whereas, the Interstate Commerce Commission is again considering the subject of packinghouse and livestock rates; be it

"Resolved, that the action of our Board of Directors in protesting against any change in existing conditions be fully approved, and that we express our conviction that no governmental body will add further burdens to our householders through this means."

The committee moves the adoption of this resolution. (Motion adopted.)

#### Payment for Condemnations for Disease.

THE SECRETARY: "Whereas, the packers of the United States made an earnest, sincere and conscientious effort to co-operate with the officials of the United States government in the eradication of the hoof-and-mouth disease; and

"Whereas, farmers and other owners of livestock which were afflicted were recompensed for their property, and packers were not, owing to a very technical construction of the law; be it

"Resolved, that we protest against any such apparent discrimination between two classes of owners, one of which was conscientiously aiding the government while the

other was not, and that we express our belief that it was the full intent of Congress that all owners of such animals, regardless of ownership and wherever found and without technicalities, should be paid for their losses in order that this disease might be eradicated."

The committee moves its adoption. (Motion adopted.)

#### Votes of Thanks.

THE SECRETARY: "Whereas, those who have contributed the very interesting technical papers, which have added to the



JOHN J. DUPPS, SR.

(Cincinnati Butchers' Supply Co.)  
Chairman Auditing Committee.

archives of the packinghouse industry during this convention; and

"Whereas, authors of experience have given of their time and study for our benefit; be it

"Resolved, that we extend to them our most hearty thanks for their co-operation."

The committee moves its adoption. (Motion adopted.)

THE SECRETARY: "Whereas, the management of the Hotel Sinton has been most diligent in taking care of our comfort and pleasure during our stay in Cincinnati; be it

"Resolved, that we extend our thanks to Mr. Fleming, his assistants and the entire hotel management for their aid in making our convention a success."

The committee move the adoption of this resolution. (Carried.)

THE SECRETARY: "Whereas, our Cincinnati members have given us of their unbounded generosity a programme of entertainment and profit which could not be improved upon in any way; and

"Whereas, to give us this pleasure they have taken of their time, thought and expenditure of funds in our interests; be it

"Resolved, that we do most heartily thank all of our Cincinnati members, and to those who have contributed to our entertainment our warmest thanks." (Applause.)

The committee moves the adoption of that resolution, and I suggest a rising vote. Those in favor of this resolution signify it by rising; those opposed to it signify it by not rising.

(Carried unanimously.)

#### Report of the Auditing Committee

THE SECRETARY: The next report is that of the Auditing Committee.

"Your Auditing Committee begs leave to report that it has carefully examined the books and records of the treasurer's office and have found them correct in every par-



ticular. We desire to compliment our treasurer, Mr. Max N. Agger, upon the business-like way in which he has kept our accounts. "Respectfully submitted, the Auditing Committee." (Report adopted.)

### Report of the Obituary Committee

THE SECRETARY: Report of the Obituary Committee. This is one of the most significant reports that I have to read. Every year I am really astonished at the number we have to add to it. It ought to make us stop and think. I will read the report:

"Whereas, it is our solemn duty each year to pause in our deliberations and pay respect to those who were formerly among our number, whose friendship and society we have enjoyed, and whose assistance we have received, because they have been called to the Hereafter by a good and merciful Providence; be it

"Resolved, that we enter upon our records our sincere regret that the following members are no longer with us, and that we inscribe upon our minutes their names that we may all remember that in life there is death: "John Moran, honorary member, Chicago, Ill.

"Sigel Hess, Morris & Company, Chicago, Ill.

"P. A. Valentine, Armour & Company, Chicago, Ill.

"Gustave A. Loewenstein, A. Loewenstein Sons Company, Cincinnati, Ohio.

"Herbert Barnes, New Haven, Conn.

"J. B. Howell, Paine & Company, Wilkes-Barre, Pa.

"James B. Fricker, Reading Abattoir Company, Reading, Pa.

"Chas. A. Sterne, Sterne & Son Company, Chicago, Ill.

"David M. Anthony, Swift & Company, Fall River, Mass.

"Robert Morris Jones, Jones & Lamb Company, Baltimore, Md.

"Milton W. Kirk, Chicago, Ill.

"Emory S. Kimball, Kimball & Colwell Company, Providence, R. I.

"M. Emmett Taber, Taber Pump Company, Buffalo, N. Y.

"James Scanlan, J. M. & P. Scanlan, New York, N. Y.

"Henry S. Robbins, National Ammonia Company, St. Louis, Mo.

"James E. Quigley, Armstrong Cork & Insulation Company, Pittsburgh, Pa.

"Edward Neuer, Neuer Bros. Meat Company, Kansas City, Mo."

The committee moves its adoption, and I will again suggest a rising vote.

(Resolution unanimously adopted by a rising vote.)

### Report of Nominating Committee

Your Nominating Committee begs to report the following nominations for officers for the ensuing year:

President—Albert R. Rohe, Rohe & Brother, New York, N. Y.

Vice-president—K. Frederick Pfund, G. F. Pfund & Sons, Philadelphia, Pa.

Secretary—George L. McCarthy, The National Provisioner, New York, N. Y.

Treasurer—Max N. Agger, J. C. Roth Packing Company, Cincinnati, O.

Executive Committee—Howard R. Smith, Jones & Lamb Company, Baltimore, Md., chairman; Chas. H. Ogden, Pittsburgh Provision & Packing Company, Pittsburgh, Pa.; James B. McCrea, Ohio Provision Company, Cleveland, O.; T. W. Taliaferro, Hammond, Standish Company, Detroit, Mich.; John M. Danahy, Danahy Packing Company, Buffalo, N. Y.; Geo. Heil, Heil Packing Company, St. Louis, Mo.; W. H. Gehrman, Kohrs Packing Company, Davenport, Iowa; Fred R. Burrows, G. H. Hammond Company, Chicago, Ill.; Otto Schenk, F. Schenk & Sons Company, Wheeling, W. Va.

(The reading of the names was greeted with loud applause.)

THE PRESIDENT: Are there any other nominations? If not, the nominations are declared closed.

CHARLES ROTH: Mr. President, I move that the secretary be instructed to cast one ballot for the election of each of the gentlemen named.

MR. McMILLAN: Motion seconded.

THE PRESIDENT: Gentlemen, you have heard the motion; all those in favor of it signify it by saying aye; contrary no. The motion is adopted and the officers are declared duly elected.

THE SECRETARY: I sent out notices to all members asking for suggestions for honorary members. I have received none. Are there any suggestions from the floor? There being none, we will pass on.

There is no unfinished business. Is there any new business? (No response.)

I understand Mr. Mayer asks the floor as a matter of personal privilege.

### Presentation to President Krey.

OSCAR F. MAYER: As a member of your Executive Committee, Mr. President, and on behalf of the Association, I wish to offer this (presenting to the president a large package) to our outgoing president, Mr. Krey, not only because we all love him as a genial gentleman and good fellow, but as a reward for his diligence as president of the



CONRAD YEAGER  
(Wolf, Sayer & Heller, Pittsburgh, Pa.)  
Chairman Obituary Committee.

Association, more especially with regard to the convention last year at St. Louis. (Applause.)

(The package is here opened and found to contain a tall silver pitcher fashioned on artistic lines.)

THE PRESIDENT: Gentlemen, I can hardly express myself. They generally give the president a loving cup. Whatever this is, I don't know. I asked your secretary and he said "Vase." It don't make any difference what it is, I assure you it will be appreciated the balance of my life. This is surely a great honor and I shall never forget it. I thank you gentlemen. (Long applause.)

I would like to have a word or two from my successor. (Continued applause.)

PRESIDENT-ELECT ALBERT T. ROHE: You notice, gentlemen, that I bring a hat with me. This is not mine; somebody must have had a whisper about this thing and thought I might get a swelled head; so he changed hats with me; my size is 7, this is 7½. I have got the suspicion it is a pro-ally; I think it is Mr. Langton, so I thought I would put this stuff in. (Exhibiting a long strip of newspaper folded to go inside of the hat lining and showing these words: "Sunk three British cruisers.") (Laughter.)

This election came on so fast—that this being Presidential year—that it did not occur to

me to take time to make up my campaign expense account, so I would like to have a chance to think matters over a little. (Laughter.)

I certainly feel very much honored, as I think everyone that has held this position has felt.

It is only through the American Meat Packers' Association and its conventions that I could ever have got so close and made so many good and lovable friends; I do not think I could have made them in any other way than through this Association.

I hope that I will not be a disappointment to you, and I am going to try to do the best I can. I thank you. (Long continued applause.)

PRESIDENT KREY: If there is nothing else, we will adjourn. Now tonight at 6:30 we will have the banquet. Everybody bring a good appetite along.

Adjourned sine die.

## On the Way There

Getting to the Cincinnati Convention was the usual joyous proceeding on these occasions. The big centers and those warmly interested in these annual meetings made up special parties, while other members and visitors came singly and in groups from all parts of the country.

### The Chicago Special.

The Chicago special train, leaving Chicago Sunday noon, was a thing of beauty and a joy forever. Seldom, if ever, was there a better bunch of scouts bunched, and everyone had a good time, and a decorous one, too; get that?

There were a few games of chance and one notably in which sat Frederick H., Harry Opp., Fred Fuller and "Tankage" Tomkins. Harry Oppenheimer's "Kibitzer" looked on. Some game!

No one was allowed on the engine this trip. But it was as hot on that train as if it had been in front of the engine furnace, dad blame the weather man!

About 120 came along, a partial list of whom follows:

W. E. Pemberton, Acme Packing Co.; James A. Agar, John Agar, John Agar Co.; A. J. Little, J. O'Hern, Carl Overaker, Armour & Co.; D. Kiley, Armour Glue Works; F. C. Acton, Armour Ammonia Works; H. E. Rogers, Armour Fertilizer Works; E. P. Martin, Armour Soap Works; G. E. Lettie, Arnold Bros.; F. K. Higbie, American Meat Packers' Supply Co.; W. J. Richter, L. A. Kramer, Albright-Nell Co.; Wood Agar, Agar Provision Co.; H. G. Edwards, W. J. Mullaley, American Can Co.

L. A. Bernson, E. P. Bernson & Co.; Charles E. Herrick, Brennan Packing Co.; F. G. Baker, Backer Packing Co.; B. Bert, Bert & Adams; H. Boone, H. Boone; Carl Kroeck, Cudahy Bros.; E. H. Uhlmann, Chemical & Engineering Co.; W. M. Alexander, Chicago & Alton R. R.; F. C. Finney, Carty-Dever Co.; S. Schmidt, Dubuque Packing Co.; A. A. Davidson, Davidson Commission Co.; J. E. Decker, Ralph Decker, Jacob E. Decker & Sons; L. C. Doggett, L. C. Doggett Co.; Hugo Epstein, Mrs. Hugo Epstein, Hugo Epstein; Wm. Fuhrman, Wm. Fuhrman; R. M. Unrath, C. E. Unrath, Fulton Packing Co.

Fred Guggenheim, B. L. Kohn, Guggenheimer Bros.; C. W. Squires, Jr., General Vehicle Co.; J. F. Havens, Hair Drying & Cleaning Process Co.; F. R. Burrows, A. W. Huber, G. H. Hammond Co.; John Hetzel, John Hetzel; J. S. Hoffman, H. Hoffman, Arthur Ohlhausen, J. S. Hoffman Co.; A. L. Eberhart, Jay Hormel, George A. Hormel & Co.; F. A. Hart, F. A. Hart & Co.; S. Strauss, Mrs. S. Strauss, Mr. G. Stohrer, Mr. C. Stohrer, Independent Butchers' Supply Co.; M. P. Kelly, M. P. Kelly; W. G. Dickinson, Walter R. Kirk.

Charles Dickens, The Layton Co.; E. D. Baldwin, Libby, McNeill & Libby; F. E. Luley, Luley Abattoir Co.; Oscar F. Mayer, Oscar G. Mayer, Murray Keller, Oscar F. Mayer & Bro.; Myron McMillan, J. T. McMill-

lan Co.; J. P. Brunt, Midwest Box Co.; Walter S. Miller, D. C. Robertson, Charles Hansen, Miller & Hart, F. C. McDowell, E. S. Waterbury, G. G. McKnight, E. J. Fitzgerald, C. E. Gunung, Peter H. Lindstrom, Morris & Co.

Thomas Dunderdale, The National Provisioner; W. B. Lane, North American Provision Co.; F. Clark, North Packing & Provision Co., Boston; A. N. Benn, Omaha Packing Co.; C. L. Coleman, S. Oppenheimer & Co.; H. D. Oppenheimer, Henry Marz, Oppenheimer Casing Co.; W. P. Redmond, Pennsylvania Lines; E. C. Price, E. C. Price & Co.; E. F. Roth, Roth Packing Co.; Geo. W. Reynolds, Geo. W. Reynolds; James Ronan, James Ronan.

A. D. White, W. J. Russell, Jr., T. H. Ingwersen, L. M. Lester, J. F. Smith, R. W. Howes, W. J. Russell, R. C. McManus, F. J. King, R. M. Jackson, Swift & Co.

L. H. Schmauss, Schmauss Co.; E. H. Sterne, D. P. Cosgrove, Sterne & Son Co.; F. M. de Beers, Swenson Evaporator Co.; E. J. Ward, F. W. Baldwin, United Cork Companies; Henry Vette, Vette & Zunker; Otto Blaurock, Western Packing & Provision Co.; Fred Fuller, Wilson Provision Co.; H. J. Renn, E. W. Wagner & Co.; Geo. W. Williams, Geo. W. Williams.

V. D. Skipworth, J. L. Sheehy, W. A. Lynde, J. Moog, M. Rosenbach, M. Pfaelzer, Wilson & Co.; J. B. Ziegler, J. B. Ziegler & Co.

#### St. Louis and Others.

The St. Louis delegation was one to be proud of, and showed the effects of last year's successful meeting there. A special parlor car could not begin to hold them, and many came by other routes than that taken by the joy-riders headed by President Krey, Gustav Bischoff, Jr., and George Heil. The latter planned the trip, and if anybody had a dull time it was not George's fault. He was elected to that job for life! The ladies mingled in the festivities and gave them the proper tone, and the men voted to see that they come along every time hereafter. A fine beefsteak dinner was served as the party passed through Indianapolis, and everybody reached Porkopolis in a happy mood. The party included the following, among others:

Richard T. Keefe, Henneberry & Co., Arkansas City, Kan.

T. D. Watkins and wife, National Stock Yards, Illinois.

R. J. Conway, Armour & Co., Stock Yards, Illinois.

C. M. Aldrich, Morton-Gregson Co., Nebraska City, Neb.

J. H. Belz, J. H. Belz Prov. Co.

W. Hertling, Jr., Carondelet Packing Co.

S. Gordon, Cox & Gordon.

Fred Krey and wife, Krey Packing Co.

J. W. Paton, Morris & Co., National Stock Yards, Ill.

Gus Bischoff, Jr., and wife, St. Louis Independent Co.

Al. Bischoff, St. Louis Independent Co.

Henry Sartorius, Sartorius Provision Co.

Emil Sieloff.

F. H. Kleinschmidt, C. A. Sweet Prov. Co.

F. A. Hunter, Swift & Co., National Stock Yards, Ill.

C. H. Urquhart, Swift & Co., National Stock Yards, Ill.

Joseph Nebel, East Elide Packing Co., East St. Louis, Ill.

J. C. Langton, Langton & Kenney.

Frank Binz, Binz Hide & Tallow Co.

C. W. Wenke, St. Louis Butchers' Supply Co.

L. A. Engel, F. D. Hirschberg & Co.

Fred Fischer, Jr., Fischer Meat Co.

H. R. Arnold, National Stock Yards, Ill.

E. T. Cash, National Stock Yards, Ill.

W. W. Dunham, National Stock Yards, Ill.

W. S. Tippet, National Stock Yards, Ill.

C. A. Rountree, National Stock Yards, Ill.

E. F. Bisbee, National Stock Yards, Ill.

F. W. Banks, National Stock Yards, Ill.

C. H. Stief, Jr., National Stock Yards, Ill.

W. W. Krenning, St. Louis Meat Packing Co.

August and Herman Luer, Luer Bros Co., Alton, Ill.

L. E. Griffin, P. C. Gray Co., Boston, Mass.

George L. Heil, Heil Packing Co.

Pittsburgh and vicinity came to the front with over thirty in the famous "Con" Yeager Personally Conducted Tour. "Con" couldn't carry out his cherished convention-on-a-steamboat idea, but he did the next best thing with special Pullman and other conveniences, and his big bunch of lambs were herded into Cincinnati without accident and in shape to get all that was coming out of the Convention. "Con" was so busy shaking hands that he didn't get time to write out a list of those in his party, but about everybody who registered from Pittsburgh and that section of the country can be put down as carrying "Con's" label.

The Philadelphia and Baltimore delegations headed by ex-President John J. Felin and Howard R. Smith, were numerous and happy, and the New York crowd of a score or more brought in by the two Princes Rohe were on hand early and did not miss a thing. Parties from Buffalo, Detroit, and other centers also had a good time on the road, and everybody mingled with the good old "Cincinnati bunch" just as if they had always belonged.



JOHN J. FELIN

(J. J. Felin & Co., Inc., Philadelphia, Pa.)  
Chairman Committee on Nominations.

## The Trade Exhibits

The entire ninth floor of the Sinton Hotel, with the exception of the convention hall, was given up to trade exhibits and headquarters. Those who did not have machinery, equipment or supplies on hand had their representatives present with a line of literature and a glad hand-clasp, and the process of getting acquainted went on famously.

The Cincinnati Butchers Supply Company showed the "Boss" jerkless hog hoist in operation, also the "Boss" grate hog dehairer. John J. Dupps, Sr., George Grieshaber, Arthur R. Michel, Gus Schmidt and others looked after the visitors, and Misses Schmidt and Dupps made themselves convention favorites by acting as flower maidens during the two days of the meeting. On Monday they pinned a carnation in the buttonhole of every delegate, and on Tuesday it was dahlias. A graceful thought!

The Brecht Company, of St. Louis and New York, was represented by A. W. Gaddum, Sales Engineer Arthur C. Schueren, S. R. Logwood and W. B. Harris. They had a "Crescent" silent cutter in operation with

electrical equipment, and also outlined their immense line of machinery and supplies.

R. T. Randall & Company, Philadelphia, exhibited their latest improved compressed air sausage stuffer, which is so widely used in the trade. They are also the exclusive Western representatives of the Sander Manufacturing Company for their sausage grinder. They were represented by R. T. Randall, Jr., and B. F. Powdermaker, who gave out as souvenirs a handsome bronze match box.

Jamison Cold Storage Door Co., Hagerstown, Md., kept open house with J. V. Jamison, Jr., in charge, who explained the virtues of the various styles of doors they manufacture for the packinghouse trade.

The Standard Asphalt & Rubber Company, of Chicago, distributed literature and samples of their well-known Sarco mineral rubber flooring. Charles V. Eades was their representative.

The J. B. Ford Co., of Wyandotte, Mich., through their representative, S. A. Smith, welcomed all guests to their rooms, with literature and samples of the famous "Wyandotte" Cleanser and Cleaner.

The F. W. Niebling Company, Norwood, Cincinnati, well-known manufacturers of ice and refrigerating machinery, displayed ammonia fittings, etc. They were represented by Mr. E. Niebling.

One of the tastefully decorated rooms was that occupied by Mr. Wagner, inventor of the Wagner Sanitary tanks and other abattoir equipment. He used the national colors profusely, and exhibited charts of abattoir equipment, designs for abattoirs, construction plans, etc., as well as a fine display of the Wagner stearine, widely used for the improvement of inedible tallow and greases. Handsome souvenirs were given to all visitors.

The Hartford City Paper Company, Hartford City, Ind., were represented by R. V. Van Winkle and F. G. McClure, who were glad of an opportunity to tell visitors of the virtues of their special ham wrappers and glassine papers and showed samples of colored printing and die cutting, for which they are famous.

The Chicago Mill & Lumber Company, Chicago, Ill., had a big exhibit of wood, paper and fiber boxes of every size and shape that packers would need. In the same room were the Cincinnati Wire Bound Box Company, with samples of their products. The genial representatives were P. O. Leffel, Andrew H. MacKenzie and D. H. Pennock.

The Armstrong Cork & Insulation Company, Pittsburgh, Pa., were represented by B. E. Thomas and a fine array of samples of cork for insulation of rooms, pipes, etc.

The U. S. Motor Truck Company, makers of two to five ton delivery trucks, were represented by F. B. Massey, who gave out literature showing the lost cost of delivery by trucks and a long list of happy users thereof.

The Triumph Ice Machine Company, Cincinnati, Ohio, whose refrigerating machines are well known to the packinghouse industry, distributed through Mr. Buckles, of their sales department catalogs, price lists, etc.

The Sefton Manufacturing Company, of Chicago showed a fine line of folding boxes, including their famous corrugated fiber board box. Descriptive literature and sample boxes were given out by their representative, W. J. Cox.



AMERICAN MEAT PACKERS' ASSOCIATION BANQUET AT THE HOTEL SINTON, CINCINNATI, O., OCTOBER 10, 1916.





# Cincinnati über Alles!



(With apologies to Charles G. Schmidt and other Association Poets.)

I thought that this was just the time  
To write my story all in rhyme  
Of how old Cincy entertained  
The packers here from all the land.  
They came in ones and twos and threes,  
On special cars or as they pleased.  
Chicago tried to "cop the bun,"  
From there a special train was run;  
A hundred more than e'er before  
Came down from Michy's sandy shore,  
And that they might make no one sick,  
They washed the smell of Bubbly Crick  
From off their hands before they started,  
And from all nasty odors parted.

Some brought a lot to eat and drink,  
Some just preferred to sit and think  
And save their appetites and thirst,  
Else Cincy's treat would make them burst.  
And it turned out that these were wise,  
For they were filled up to their eyes  
With all that's good to drink and eat—  
It sure was good old Cincy's treat!

But food and drink were only part  
Of what was in dear Cincy's heart,  
To do with naught but best intention  
For those who came to this convention.  
Now, first of all, you understand,  
There was a real old German band;  
"To do without would sure bring failure,"  
Said Charlie Roth to good George Zehler,  
"For we must march and we must cheer  
To greet our fellow-packers here.  
'Twould not be right to meet the boys  
Without the means for making noise!"

So we had music all day long,  
And in the night it turned to song;  
For when it comes to making rhyme  
That Cincy bunch are in their prime.  
And thus it went, from morn till night,  
For turn to left or turn to right,  
Our jolly hosts we ne'er could dodge,  
E'en in our beds we could not lodge!

On Monday night there came the Smoker,  
You bet your life it was no joker!  
A "jolly get-together meeting"  
Was what they called it—drink and eating,  
Smoke and song and laugh and shout  
Kept up 'most all the night throughout.  
And though you may call it a whooper,  
We'll say right here that all was proper!  
For honest fun and hearty fooling  
Are both a part of this life's schooling;  
We live to learn, so learn to live,  
To take what comes, and so to give—  
Ran somewhat thus our hosts' chief motto,  
The which we heeded, as we ought to.

And when 'twas o'er we went to bed  
To get some rest, as 'twas well said,  
For rest was what we all should need  
To get in shape for the Big Feed.  
This latter came on Tuesday night;  
The banquet hall it was a sight,  
All decked with flags and gay with bunting,  
Joe Ryan saw that naught was wanting.  
The feast was fine, the speeches great,  
Good cheer and song kept up till late.  
This dinner named for Uncle Sam  
Was sure the finest in the land.  
'Twas always thus; that's why they rank it  
The first of all, this Packers' Banquet.

But 'twas not Smoke, and 'twas not Eat  
That gave the "zip" to Cincy's Treat;  
The Treat itself, we'd have you know,  
Was the Big Boat Ride on the O-hi-O.  
The plans were made for rain or shine,  
And Charley Roth said they'd start at nine;

What Charley says they're sure to do,  
For he said it as many times as two  
Or three or four, or maybe more,  
About going down to Ohio's shore.  
'Twas at the banquet, you understand,  
He got this off about the band  
In front of the Sinton a-tooting fine—  
Remember now, it's to be at nine!



CHARLES E. ROTH

(J. C. Roth Packing Co., Cincinnati)  
Chairman Convention Executive Committee.

At nine it was, maybe half past,  
For the crowd didn't gather quite so fast  
On account of the strain of the night before,  
When some had a few, and some had more;  
And some were even still more lucky,  
They took a cab and went to Kentucky  
When midnight came, and the bar was shut,  
And the man who shut it was called a mutt—  
But whether 'twas Mutt or whether 'twas Jeff,  
That cuts no ice, because the chef  
Went off to bed, and so would you  
If you had to cook a barbecue  
For a crowd of hungry packers to eat—  
This was the climax of Cincy's Treat—  
At the end of the Ta-ra-boom-de-ay,  
The end of the ride, that is to say.

The boat cruised up and down a while,  
And then it landed at Coney Isle;  
Not the Coney they have in old New York,  
But the one they built near the Town of Pork.  
And here they found a feast was spread  
The like of which you ne'er have read:  
There was beef and pork and lamb and chicken—

Believe me, 'twasn't very poor pickin'!—  
Close by each plate was set a stein  
Big enough to float a ship on the Rhine!  
And after the feed they went off to shoot,  
For Schuetzenfest always is part of a toot.  
There was all kinds of sport, and all sorts of fun

Ere the boat had reached the end of its run;  
And when they reached the smoky old city—  
Here's the end of the pome, oh what a pity!—  
There wasn't a man who failed to mention  
The "time" he'd had at the '16 Convention.  
Nuff sed!

## The Smoker

The Cincinnati boys called their first-night festivities a Smoker Vaudeville (and Other Stunts). The latter were provided by guests as well as entertainers, and deserved to be spoken of outside the parentheses and in as large type as the main title. It was a great night, and everybody seemed to enjoy it to the utmost.

The Cincinnati Business Men's Club, a handsome marble-halled club house, was thrown open to the visitors for this occasion, and the spacious auditorium or concert hall of the club was the scene of the festivities. The hospitable committeemen stood at the entrance and gave each arrival a warm handclasp, and from that moment on the ice was broken—that is, it would have been broken had there been any ice to break, which there was not, as Cincinnati is too warm a place for ice to form, especially when the "Cincinnati bunch" is running things.

Roland Meyer was chairman of the smoker committee, and was assisted in planning the affair by Charles Riley, Jr., and Charles Buehler. Leo Blum was everywhere greeting his friends and helping to make things move smoothly, and Charles and Joe Roth, John Hoffman and others of the "bunch" were right on the job all the evening.

Over 600 men sat at tables on the main floor and in the gallery of the concert hall of the club, enjoying eatables and drinkables set before them and taking in the varied programme provided. An orchestra under the direction of George C. Smith provided music and accompanied the singers. There was a great array of musical talent from the various vaudeville theaters and the show wound up with the appearance of the entire burlesque company from a neighboring house.

The hit of the evening was made by the Bayerischer Maennerchor, 50 men, including Charley Schmidt and other leading citizens, under the baton of Prof. Strubel. The German glees and other numbers given by the Maennerchor were greatly enjoyed, and much distinction was added to the occasion by the appearance of the famous baritone, Prof. James S. Agar, who adorned the front rank of singers and held his music like a real virtuoso.

Claude Shafer, the cartoonist, drew a number of pictures of packers, which amused the audience mightily, and Horace Williamson sang a patter which included the names of several Association celebrities in humorous connection. There were blackface comedians and some with white faces, female impersonators and really feminine artists, and a young lady who appeared often and worked hard, and though remaining nameless as far as the program was concerned, went away with the hearty regard of everyone present.

Ja, eine koestliche Nacht!

## "Uncle Sam's Dinner"

It seemed appropriate, in these days of patriotic ebullitions from all sources and on all occasions, that the Cincinnati hosts should decide to call the annual banquet "Uncle Sam's Dinner."

It is true that the only official representative of Uncle Sam present was a distinguished member of Congress from a Cincinnati district. But every man at the dinner felt himself fully qualified to represent Uncle Sam on this occasion, and to give nobody odds on the proposition of his fitness to do so, either! The average red-blooded American feels that way, you know. It's the way he's built.

And so if the distinguished member of Congress who was a speaker could not resist the revelation of his political complexion in the address he gave on "Our Country," the assemblage was equally frank in revealing its opinion as to executive and congressional backbone when it gave its vociferous approval to General Michael Ryan's comparison of the way Cincinnati packers and Washington met a labor crisis.

Uncle Sam took precedence, no matter how you looked at it, and even on the banks of Cincinnati's Rhine "America" got all the encores. You might not be able to hit the high notes in the "Star Spangled Banner," or



JAMES S. AGAR  
(John Agar Co., Chicago)  
Chairman Committee to Confer.

perhaps you could not remember all the words of Key's immortal song. But you knew "America" by heart, and you could stand up and sing it with all your heart and every ounce of lung power.

The dinner in the banquet hall of the Hotel Sinton had the appropriate setting. The Stars and Stripes, intertwined with ropes of smilax, covered walls and ceiling of the high-vaulted hall. As each guest entered he was handed a liberty cap of flag design, a silk flag for his shirt-front, a flag favor, a flag horn and numerous other knick-knacks, all of the same complexion. The chief souvenir was a very handsome stein of German silver, appropriately monogrammed.

And when the signal was given for the first course, in marched a long line of Uncle Sams to serve you, attired in the typical costume from tip to toe, even to the historic white goatee. The picture was as complete and perfect as these picturesque packers' dinner scenes usually are, and the whole thing reflected the greatest credit on the Banquet Committee—Joseph Ryan, chairman; Robert West, Jr., and Armin Sander—as well as the Executive Committee, which had general supervision of the entertainment—Charles E. Roth, chairman; Armin Sander, Joseph Ryan, Harry W. Maescher and George Zehler.

The menu book was a handsome creation of the engraver and typographer, containing besides the menu and speaking program a list of the Association officers, a welcome to Cincinnati, some appropriate verses, and the items of an elaborate and enjoyable musical program rendered by Weber's Prize Band of America and Miss Katherine Hoch, soprano. The band music was of a high order and of popular interest, and Miss Hoch installed herself at once as the favorite of the evening with the diners, because of her genial presence and her splendid voice.

The menu was up to the Association's standard, as well as the standard of Cincinnati's famous cuisine. It was as follows:

### MENU.

Martini Cocktails }  
Manhattan Cocktails } "*Just a Snack*"  
High Balls }

Lobster Cocktail  
Clear Green Turtle Amontillado  
Salted Almonds Stuffed Ripe Olives Celery

Medallion of Pompano with Oyster Crabs  
Baked Potatoes, O'Brien

Sweetbreads with Fresh Mushrooms  
Hearts of Artichoke with Cauliflower

Sherbet Cream of Mint

Breast of Guinea, Virginia Cumberland Sauce  
Samp Fritters with Cranberries

Hearts of Lettuce, Sinton Dressing

Washington Frozen Pudding  
Fancy Cakes in Sugar Baskets

Assorted Cheese

Coffee

Apollinaris  
U. S. Champagne  
Cigars  
Cigarettes  
Brandy

The speaking program was a delight to diners who enjoy something else besides food and drink on occasions of this kind. The atmosphere was quite reminiscent of famous A. M. P. A. banquets of the past. The toastmaster was always "on the job," and no speaker got the best of him, while it is equally true that he got the best of no speaker. That means that the orators of the evening were quite as alive to the situation as he was.

The effort of the first speaker was a model of its kind, a gem of wit and epigram and an artistic weaving of word-play. The second, after its opening of delightful anecdote, gripped the mind and heart through the forceful treatment of a vital theme. The third was a patriotic prose poem.

And to cap the climax, nothing could have been happier than the reappearance, after

some years of absence, of the Association's beloved first president and champion orator, General Michael Ryan. Characteristically, the general wasted no words and spared no feelings. He hit straight from the shoulder and sounded notes of truth that deserved to be echoed everywhere, and which should permeate the consciousness of every packer who thinks anything of his business or of himself.

Take time to read his speech, reported stenographically by The National Provisioner in the pages following. And then read it over again, and keep reading it, and act on it!

The speakers of the evening were: Ralph A. Tingle, general manager of the Standard Oil Company at Cincinnati; Rabbi David



JAMES McCREAR  
(Ohio Provision Co., Cleveland, O.)  
Member Executive Committee.

Philipson, of the Bene Israel Congregation, one of the leading Jewish congregations in Cincinnati; Hon. Alfred G. Allen, representative in Congress from the Second District of Ohio; and General Michael Ryan, president during the first and third years of the organization's existence, who was elected the first honorary member of the A. M. P. A. in 1909.

Mr. William T. Johnston, of the William T. Johnston Company, of Cincinnati, as toastmaster, had the honor of introducing the speakers of the evening.

It was something after ten o'clock when Secretary McCarthy rose and invited attention. By this time it was something of a feat to produce comparative quiet, which Mr. McCarthy did by reminding all that they must now keep quiet and let the toastmaster do the talking.

### Remarks of the Toastmaster.

TOASTMASTER JOHNSTON: Gentlemen, you have now reached the point where you are going to get "stuck."

I think one of the greatest indoor amusements, one of the greatest indoor sports, is to get a lot of speakers, put them on an elevated platform, and early in the evening bring them full bottles of wine. This would come under the head of "Cruelty to Animals." These gentlemen, knowing that they will have

to talk, are thinking of "safety first," and they have let the wine alone.

Talking about "safety first," I attended a smoker last night and I saw that beautiful picture entitled "Safety First." Now you know, as I looked at that picture, somebody told me that it was a moving picture—(Laughter)—but I didn't see anything in it. But everybody else seemed to see what was in it, because they all began to clap—their hands. (Laughter.)

"Safety First" is one of the things to which we must all pay attention. When I came into this hotel this evening and walked up to the desk, I saw a sign hanging there, reading: "This hotel is not responsible for valuables unless left with the clerk." "Well," I said, "Mr. Clerk, I am going up to a banquet on the ninth floor tonight. I do not know what will be there; I do not know who will be near me; but I am one who always thinks of 'safety first,' and I want to know of you who will sit on my right hand?" And the reply was, "A Congressman." I immediately took everything out of my right-hand pockets and deposited them with the clerk. Then I said—I was just about to leave in a hurry, but I stopped and said again to the clerk: "By the way, who is going to sit on my left hand?" "Why," he said, "the gentleman who will sit on your left-hand is Rabbi Philipson." Well, now, thinking of that "little old safety first," I at once took everything out of my left-hand pockets! (Laughter.)

The committee, in their wisdom, have selected as the first gentleman to address you tonight, Mr. Ralph A. Tingle, who is general manager of the Standard Oil Company of Cincinnati. Now that is an evidence of great wisdom on the part of the committee to select somebody from the Standard Oil Company to show you meat packers how to do business. (Applause.)

The Standard Oil Company saves everything: "Safety First" is their motto. It is not so with you, gentlemen. I have often heard it said that in the big stockyards where they kill hogs they save everything and sell everything except the "squeal."

Now what would a man from the Standard Oil Company do in a case of that kind? He would take the "squeal," and he would go out to the Heekin Can Company, have little cans made, and put the "squeal" in those cans. He would have various-sized cans with various brands; he would have the "squeal" from Cincinnati, the "squeal" from New York, and he would have the "squeal" that you can hear all over town. Then in other little cans he would put the "cheap squeal."

Then in other cans he would put the "squeal" that comes from the gentleman who sends you a check ninety days' old and asks you to take off two per cent. for cash, and you would send him back a little bottle of "squeal." Then on certain nights when you go home and know that your good wife is in bed, fast asleep, just at the head of the stairs there would be set one of those little cans of "squeal," and when you came in you would hear the "squeal" and you would go to the head of the steps, and you would put the lid on that can, something you can't do with the old-fashioned "squeal." (Laughter.)

Now, next November, after the election, thousands and thousands of Democrats will want to buy cans of these "squeals." (Laughter.) They will want them to send to their Republican friends. (Loud groans.)

But, gentlemen, in introducing to you Mr. Tingle, I want to say that I have known him for a long while, and not only is he at the head of the Standard Oil Company, but he is president of the Rotary Club, also of three or four building associations, holds a directorship in a couple of banks—and being a Republican, he is open for one or two more offices. (Laughter.) But with all his troubles and all his faults, he is a man who would never have any need of a can of "squeal." Gentlemen, I take pleasure in introducing to you Mr. Tingle.

#### MR. TINGLE TALKS ON "PIG PORK."

MR. TINGLE: Mr. Toastmaster and gentlemen, you perhaps have noticed that in in-

roducing the present speaker the toastmaster forgot to mention that he might be 'up to the Standard!' (Applause.) Whether he is or not, he will take great pleasure at any time in assisting you to bring your business up to the standard.

My friends, the subject assigned to me this evening is "Pig Pork." I understand that in the industry which you gentlemen represent there is a recognized difference between pig pork and just plain ordinary pork, and I presume that had your committee desired an address on just pork they would have secured the services of some of our political friends, Congressmen, perhaps, as it is quite generally understood that some of our representatives at Washington are exceptionally well informed on this subject. (Laughter.)

Never having been in Congress, yet, I hardly felt qualified to speak on that kind of pork, and so the subject of "Pig Pork" was assigned. I hope this is thoroughly understood, so that when I have finished no one may be confused and say that my address was "on the pork." (Laughter.)

No doubt your committee in casting about for some one to enlighten you on the subject of Pig Pork chose me because of the vast amount of information I possess on the sub-



OTTO SCHENCK

(F. Schenck & Sons Co., Wheeling, W. Va.)  
Member Executive Committee.

ject. Possibly I know more about it now than some of you gentlemen who have followed the packing industry for a lifetime, and possibly I think I know more about it now than I would actually know if I followed the business for a lifetime.

At any rate, if I am to pose for the "next few minutes" as an expert on Pig Pork, I must have some basis on which to do the posing, and I sup-pose that inasmuch as I was never connected with the packing industry, it follows, according to modern reasoning, that I know more about it than men who have spent their lifetimes in it. (Applause.)

Now, we understand each other.

#### Ham in Early History.

During my researches in preparation for this address I found a great many interesting and gratifying things. Yours is an ancient and honorable and way-back industry. In early history I find some considerable mention made of Ham, but the packers of those days weren't up on their jobs as they are today, for I failed to find any trade names such as "Dove Brand," "Partridge Brand," etc., by which to identify this particular Ham.

It was just plain Ham, although I believe there were one or two other cuts mentioned—Ham, Shem and Japhet. But that just proves the staying qualities of the first mentioned—for

Ham, nothing more less than Pig Pork—has continued on down through the centuries to the present day; whereas Shem and Japhet have been lost sight of. It simply proves that it pays to advertise. Someone has observed that today there is more "beefing" and less "hammering" than formerly.

Speaking of Ham, reminds me, as you all know, our colored brethren have a very strong attachment for chicken. I do not say that this is confined to the colored brother, but that is the only phase of the question I am discussing at this time. After a great deal of serious study I have been able to account for it only in this way—that the colored man is descended from Ham, and the chicken is descended from an egg, and, of course, it is only natural that Ham and eggs should go together. (Laughter and applause.)

#### Some Thoughts on Pens.

It has been said that the pen is mightier than the sword. Oh, my friends, did you ever sleep at a farm house over night—the pig pen just a little way off? Verily, I say unto you, the pen is mightier than many things, odorous disinfectant included.

Speaking of pens leads me to remark that pigs are literary to a certain extent. Every little while they litter. (Laughter.) They might be said to be literary in the same sense as the master of a way-down-south plantation. One day a stranger drove up to the house and began to question the old negro mammy who answered his summons. Among other things he said: "Is your master literary?" "Literary?" said the old mammy, "Literary? I should say he was. He just keeps me cleaning up after him all the time. He's one of the most literary men about the house I ever did see." (Laughter.)

However, from a literary standpoint, I presume we can hardly give as much credit to pork as to Bacon. I never think of Bacon without being reminded of fat, and that reminds me of the advertisement the lady read in the paper stating that for twenty-five cents she would be given a sure recipe for getting rid of surplus fat. Upon sending in her twenty-five cents she received this reply: "Sell it to the soapmaker." (Laughter.)

In connection with Pig Pork we naturally think of Pork Rind and it may be a matter of historical interest to you to know that in Cincinnati we consider the Ryan the more important product. (Laughter and applause.)

Now, speaking further of pigs, our toastmaster—that is, I should say—our toastmaster is not a pig—that is, all pigs are not boars. Neither is our toastmaster. But what I wanted to ask you is: Why is a man going home from a banquet at three o'clock in the morning sometimes like a million female pigs? Some souse! (Laughter.)

#### An Ode to a Pig.

I realize that an address on so comprehensive a subject as pig pork would not be complete without a touch of poetry, and after a long and trying search I found such a poem entitled "Ode to a Pig." Of course, in these days of the high cost of living we can easily find something that is owed to most everybody—at least, everybody that will give us credit—but this is *ode* to a pig and you can give as much credit as you dare:

I always like a pig.

His appetite is big.

But he isn't like a chicken with its dig, dig, dig:

And he isn't like some men

Who are happy only when

They have grabbed the choicest morsel in the other fellow's pen.

A pig's not over-neat.

And his food's not always sweet.

And his highest aspiration is to eat, eat, eat.

He's the Synonym for greed.

But unlike the human breed,

He doesn't keep on piling up a lot he doesn't need.

Now a hen will scratch around

Over forty leagues of ground

And holler, "Come and look at what I've found, found, found."



And a man is much the same,  
With his thirst for empty fame,  
But a pig just fills his stomach, caring naught  
for praise or blame.

Making an imposing front  
Is the human's favorite stunt,  
While a pig dismisses pretense with a grunt,  
grunt, grunt.  
No, his figure isn't trig;  
His mentality's not big,  
And he's apt to be untidy—still I always like  
a pig.

In closing, I want to say that my researches in connection with this subject brought me face to face with a number of varieties of Pig Pork. There was the road hog, the end seat hog, ground hog (alias sausage—in this community wienerwurst or frankfurter). Then in the South I found the razor back, but inasmuch as it wasn't a safety razor I couldn't use it. I found pigs apparently represented in the legal profession; at least, there were several shoats (Choates) mentioned—Joseph and Rufus. But those aspects of Pig Pork will have to be dealt with at some later time.

Finally and seriously, let me say that I presume you are all interested in making your respective businesses successful. I sincerely trust that they may be, and I gratuitously offer this bit of advice, which, if accepted, will bring success in its highest sense. Hereafter, whether you be pork packer, beef packer or meat packer in general, pack a little heart in each package. (Applause.)

#### The Toastmaster Gets Another Chance.

**THE TOASTMASTER:** It seems that there are some things in a hog besides the squeal that we did not know about. We now know all about the pig, we now know all about pig pork. Mr. Tingle has explained that so fully to us that he is like the preacher who preached one time on motherhood. A couple of old ladies were talking of it, and one of them said, "It was a very fine sermon Mr. Rivers delivered today." "Yes," said the other, "but I wish I knew as little about it as he does." (Laughter and applause.)

He told you now—I did not intend to advertise Charlie Roth—that he saw no connection between the Dove and a Ham, and he told you about the Dove, where the dove flew out of the ark. Why, gentlemen, everybody knows that the dove flew out two or three times and the last time it lit on a dry sandwich, which enabled it to stay.

When I was asked to take charge of this meeting tonight the Committee told me they were going to have Rabbi Philipson talk, and they said: "Now, Johnston, don't get fresh and pull off anything on the Rabbi." Well, when I met the Rabbi downstairs and saw his size and took a good look at his face, I came to the conclusion that he was a man who has kept out of a great many scrapes. (Laughter and applause.) He is going to talk to you on the subject of "Sanitation, Ancient and Modern." I presume he will know something of that matter, taking it from the ancient standpoint, because in looking up that, I find in olden times that they held conventions like this, that Abraham's house was crowded, was crowded just as this hotel is today, and in those old times it was related that Abraham slept with his forefathers. (Laughter.)

In our modern times, these men who talk about their different cities you visit, the different cities you meet in, the men who are representatives, for instance, of this city, Cincinnati, tell you that it is the only city that has real good air, they tell you that the air here is wonderfully clear, tell you about the river front, tell you about the wonderful work that is being done here at the Rookwood Pottery.

When we made a trip last year to California, out there they told us about things we never heard of, told us about the beautiful climate of California; there is a climate as good as we have here in this fair city. They told us out there to look at their sun. We said, of course, it looks fine. They said look at our moon; they said that the moon is fuller in California than in Cincinnati. I said: "Certainly it is.

And so would you be if you had passed through Cincinnati."

A gentleman took me out to his farm in California and said, "Look at the wonderful fruit." "Why," he said, "look at that branch, look at the peaches or that limb." "Why," I said, "that is nothing, come to Cincinnati, I will take you down to the bathing beach, I will show you limbs on our peaches." (Laughter and applause.)

Why, speaking of the wonders of Cincinnati, just tonight as I was coming down here I noticed a sign in front of a moving picture place. It said: "Charlie Chaplin in Search of a Wife—in five parts." We met a man who told us about his city, told us about its wonderful sanitary conditions. The Rabbi is going to talk about it. "Why," he said, "our city is so healthy, things are so clean, that when the Judgment Day comes you will have to get somebody here to exterminate the population."

Now, gentlemen, I take great pleasure in introducing to you Rabbi Philipson. (Applause.)

#### SANITATION, ANCIENT AND MODERN.

**RABBI DAVID PHILIPSON.** Mr. Toastmaster and Gentlemen: When I picked up



C. H. OGDEN

(Pittsburgh Provision & Packing Co.)  
Member Executive Committee.

this beautiful menu and programme of the evening, a proverb which is rather common flashed into my mind, and that is: "Politics makes strange bedfellows." In looking down the list of subjects and speakers, I came to the conclusion that the American Meat Packers' Association must be in politics to have made such strange bedfellows.

I found "Pig Pork," and then the Rabbi (laughter), and that reminded me again of something they told about my orthodox brethren. You know I am one of the reformed kind that does not lay quite as much stress upon the ancient Kosher as the like as the orthodox do.

The story is told that one of these orthodox brethren went away from home on a ship, and somehow or other happened to eat a ham sandwich. Shortly thereafter the heavens clouded, a storm arose with heavy claps of thunder and flashes of lightning and our friend was very much frightened. He fell on his knees and he said: "Oh, Lord! why do you make such a fuss about a little ham sandwich!"

Now, Mr. Tingle told us something about ancient history, he spoke about Ham, and our friend the Toastmaster told us something about ancient history when he mentioned the first patriarch Abraham.

I will tell you a little story about some-

thing that occurred in my Sunday-school, in the infant class. I came into that class, one of the teachers wanted to show me what the children had learned. They were asked about the story of Abraham and it was just that part of the story about Abraham's change of name, and one of the children was asked about it who had gotten it into her head that the change was made from Abraham to Abram. The teacher asked what was the reason for Abram's changing his name and the little girl said that he was a Jew and could not have "ham" in his name. (Laughter.)

I am really afraid to tackle my subject, it is so serious, and you have been put in such a jovial mood by the first speaker and the Toastmaster that I rather fear embarking upon as serious a subject as this is, and before I do, I want to tell you something else of which I was reminded by my brother, Mr. Tingle.

He was speaking of our colored brethren and their liking for chicken, and that reminded me of a story also. A preacher startled his congregation by saying the apostles were black men and he went forth and expanded upon the subject. After the service was over, one of the colored brethren came to him and said: "Parson, I don't believe what you said this morning." The parson said: "You black nigger, you have got to believe what I said." (Applause.) "Do you mean this, what you say about my people?" The parson said "Yes." His parishioner said: "I can't help it. I don't believe the apostles were black men." The pastor said: "I have studied it up, I know it." Then the darkey said: "Why, I don't believe it. It says there in scripture that Peter heard the cock crow the third time. If he had been a black negro he never would have heard that cock crow three times." (Laughter.)

#### The Rabbi and the Irishman.

Now, I am going to tell you one more story before I come to my subject, and this is from my personal experience. My telephone rang, and the man at the other end said: "Is this the Rev. Philipson?" I said, "Yes." He said: "I want you to marry me." I said: "That is all right, what is your name?" He said: "Pat McCarthy." Of course, I thought he intended to marry some Jewish girl. I said: "What is the name of the girl?" He said: "Ellen O'Brien." I said: "I guess you don't want me, I am a Rabbi." He said: "What is that?" I said: "That is a Jewish minister." He said: "Oh, Hell!"

I don't know whether I ought to go on now or not—(laughter)—but I suppose I will have to say something about sanitation. When my friend and neighbor, your deservedly popular chairman, Charlie Roth (applause) came to me and asked me to speak at your dinner I was at first in doubt as to whether I could, because it is an extremely busy season and I did not know whether I could really spare time to prepare a speech for a gathering like this, for you men coming from all parts of the country, you who are captains of industry and men of great efficiency.

But when he further explained to me what sort of a gathering it was, and that it had been suggested that I should speak on the subject of Kosher, I told him that I did not feel that I could devote a whole speech to that subject. In so far as I was concerned, Kosher for me has a much larger meaning than the old ritualistic meaning, and therefore if I could treat it in a larger way, I would be glad to come and speak on this subject of "Sanitation, Ancient and Modern."

And, further, when I heard my good old friend, General Ryan, was to be here, I felt that I wanted to come. (Applause.) I have not seen him for a long while. But I shall never forget the remarkable occasion on which he presided, which showed me what a man of parts and of fine sentiment and sympathy General Ryan was and is. The time was that of the great protest in this city against the massacre of Jews at Kishinev, that horrible crime that was the shame of Russia at that time, and General Ryan spoke like a man who loves his fellowman. In burning words he denounced that massacre of innocent men, women and children, massacred only for the reason that they were Jews, and he denounced that

crime as most un-Christian. Ever since then I have felt that I had in General Ryan a brother whom I am proud to stand with upon any platform, and whose hand I can clasp because he is a brother man. (Applause.)

Further, I want to say that, having come here in the first instance because asked to by a friend and neighbor, and in the second instance because I desired to be at the same board with General Ryan, now that I have looked into your faces and seen the joviality of your expression, I will give you the third reason I have come to be with YOU tonight. (Applause.)

#### Sanitation Not a New Thing.

This whole matter of sanitation is not so new as many people would think today. Of course our magnificent sanitary resources we have now in this twentieth century, in your business, in many other businesses in this country are wonderful, and they date far back.

Possibly it is quite appropriate that I should speak a few words on this subject tonight, for I am descended from those ancestors who among all the people of the world first gave the greatest thought to this matter of sanitation and cleanliness and health. You need only open the five books of Moses and you will be amazed at the remarkable regulations in regard to cleanliness, in regard to health, and in regard to what we today call sanitation.

But I shall not detain you by any long quotation. I merely wish to say this, that nowadays we have quite separated religion from sanitation and from such discipline. In the olden time all these things were part and parcel of religion, and therefore you find them all mentioned in the five books of Moses.

You find such a thing, for example, as leprosy mentioned and the treatment of leprosy; the leper had to be put outside of the camp. It is mentioned that the leper was unclean and therefore could not be in a camp with those other people, lest the other people should be infected with leprosy. A man afflicted with that uncleanness had to be away from the camp for quite a while, and then there was minute regulation as to his cleansing and returning.

And so in regard to many other things, the lack of cleanliness was mentioned, and it is rather strange that in this connection we find the word "holy" is frequently spoken of. A clean thing is mentioned as being "holy unto the Lord." Now that seems strange, the juxtaposition of cleanliness and holiness to the Lord.

We must remember that values have changed, we put an entirely different meaning upon this condition, holiness as related to cleanliness from that of the ancient Jews. In the days I am referring to the word "holiness" covered everything. Of course there is a familiar proverb used among us, that "Cleanliness is next to Godliness." In connection with the church, it was not used in quite that sense, in the old sense cleanliness meant holiness unto the Lord.

Of course with the passing of time there are changes in people's views; there were a great many things associated with certain words, for example holiness, where the common meaning has been changed. Of course you have heard the word "kosher" used in regard to animals and how they were to be slaughtered.

It is amazing when you read the old Jewish books to see how particular and explicit are the requirements as to the inspection of animals. For example, all animals have to be examined most carefully as to their lungs, and if the least thing was found the matter or wrong with the lungs, that animal was declared unfit for use, defiled, unclean, and could not be employed in any way.

So in regard to other parts, the intestines in the hind quarter, it could not be used in any manner. Now I do not intend to go into all this in detail as to the ancient laws in respect to sanitation, but looking back

to those ancient days it is very remarkable to read of the regulations and requirements which were then provided for sanitary protection.

#### All Affairs of Life Should Be Clean.

I feel that the term Kosher, which means cleanliness, shall be applied not merely to meats, in which you are particularly interested, but to all the life of today. It is a matter which must be applied to all the affairs of life. (Applause.)

So that today with our change of views and our change of values, we come to the conclusion of this matter of Kosher. If you will look at this matter of cleanliness, this matter of sanitation, as a concern not merely of religion, as in the case of the ancient Jews, but as a concern of our daily life, of our daily business, as a concern of our homes, and of our industries—and that view is spreading, it is very remarkable how it is and how it guides our laws in regard to sanitation.

Now it is a great pity that the Government had to step in with its laws of sanitation in order to compel many businesses and industries to observe the laws of cleanliness.



JOHN M. DANAHY

(Danahy Packing Co., Buffalo, N. Y.)  
Member Executive Committee.

But somehow certain men will not observe them unless they are compelled to do so. We find that men are sometimes so unscrupulous as competitors that they will not observe those conditions, and then it is that the Government must step in and see to the doing of those things. And they must do it, for human nature is such that it is necessary to make some men do what they will not do of their own accord. (Applause.)

Now, I assume that in this whole matter of sanitation in modern days which is now being compelled by law and by Government that there is something else taking place. And that is education, that people are learning that cleanliness is absolutely necessary for the health of the people, and that you in your great business and in the great packinghouses in which you have possibly done these things because the law requires it, are coming to a higher point of view—that these things must be done not because the law demands it, not because we have pure food laws, but because the interests of mankind demand it, and that just as some other fellow's child or wife or brother or sister might be taken sick because infected meat was given them, so also it might be that the packer's own child, brother or sister might

suffer as the result of infection from some other business. That is the point of view. (Applause.)

#### The Higher Point of View.

I feel sure that this higher point of view is getting a much larger place in the view of men today. I believe today with all my heart that business is on a much higher plane than it has ever been. I believe that the great industries are conducted on a much higher plane than they ever have been. I believe that things will continue to be better.

You and I have heard men say that "Business is business," implying a certain morality that may govern men in business that would not do in their other relations with their fellow man, that certain methods can be used in business which are not reprehensible from the point of view of business. But I believe that is a point of view that we are getting away from today. (Applause.)

There is another old proverb that I want to call your attention to. You have heard many a man say he is not "in business for his health." Of course a man is in business to make money, and that cannot be condemned as long as he is honest. There is nothing wrong in that. But he is in business also in order to raise business to a high plane. And when a man says: "I am not in business for my health"—using that in a sneering way—he is a man not worthy to be dealt with as an honorable business man. (Applause.)

I do believe that we hear these things much less than we did. I do not hear those proverbs as much as I did twenty years ago, and I take it as a sign that there is a development and advance in morality so far as business life is concerned.

Of course competition will remain so long as men are engaged in business, but so long as competition is fair and not of a dishonest character competition is right, and success means more competition. And in place of those old proverbs, my friends, I believe another old proverb is coming into vogue.

In the old time it was said by the first fratricide, "Am I my brother's keeper?" That was the motto of the selfish man. Today you come into conventions of men of the same business, you come together as friends, you learn you are brothers, not simply rivals, competitors, but also brothers. You look each other in the eye, you shake each other by the hand, you pat one another on the shoulder, and in so doing you recognize that you are brothers, not simply business rivals and business competitors.

So you are not asking: "Am I my brother's keeper?" But you come here together in jovial fellowship, as brothers who are engaged in the same business, and in this way you learn that, whatever we are, above all we are men and we are brothers. (Prolonged applause.)

#### The Toastmaster Butts in Again.

THE TOASTMASTER: I believe I voice the sentiment of everyone here when I thank the Doctor for what he has said to us this evening, what he has told us about sanitation, and I believe you men will say with me that you only hope that the sanitary inspector about your place knew as little about—knew as much about sanitation as the doctor does. (Laughter.)

The doctor has told us about the Irish couple who telephoned him stating they wanted to be married, but I did not know that the telephone company had a station at the place where they said he was located. (Laughter.) Oh, I want to say I have often received that kind of telephone service.

The doctor has brought to our minds that a meeting of this kind makes strange bed-fellows, and I say that business in this connection also makes strange bed-fellows. He said to us that it was something unusual for him to speak on this subject, and as a general thing those unusual matters do not go through as well as the usual procedure. For



instance, I saw an advertisement one time that Annette Kellermann, showing at Keith's Theatre, would put on something unusual. Nobody attended the show. (Laughter.)

I am going to introduce to you next a Congressman, and I am not going to take any chances on him. I heard him at a dinner such as this where Nick Longworth thought he would get back at our friend for something he had said about Woodrow Wilson, and our friend here said: "Yes, if you try to put anything across on Woodrow Wilson, he will put you across his knee." So I am not going to try to put anything across or take any liberties with the Congressman, but I know that Mr. Allen will tell you things that you will be interested in hearing. I take great pleasure in introducing to you Congressman Alfred G. Allen. (Applause.)

#### OUR COUNTRY.

CONGRESSMAN ALLEN: Mr. Toastmaster and Members of the American Meat Packers' Association: Why in the world my good friend Charlie Roth should have assigned a serious subject to me on an occasion like this, knowing as he does the times that we have gone up and down the Ohio on his submarine and sunk schooners galore. (Laughter.) And returned and had a very pleasant time without any thing very serious taking place, is more than I can imagine at this time. I heard my friend here on the left say that politics makes strange bed-fellows. Well, I want to warn you, now that the ladies are beginning to vote, that is a quotation that we have got to quit using. (Laughter.)

It is by the great beneficence of Providence that we have meat and experts to cure that meat, but it is not a beneficence of Providence that we have cooks and after-dinner speakers to spoil our meals; they are just evils of our own creation, and, being so, we must make the best of them. (Laughter.)

The subject assigned to me is "Our Country," but I have not been limited to any particular phase, so that I shall speak on that phase which to me is most impressive and distinguishes our country from other countries, particularly at this time.

In 1776 the fathers of Our Country set forth the proposition that all men are created free and equal, and that the divinity of man was superior to the divinity of kings. To us this does not appear to be a bold proposition, merely a self-evident truth, but at that time it was a bold proposition, so exceedingly bold that it required a bloody war against a most powerful nation to establish its proof.

Prior to 1776 that proposition existed only in the Land of Dreams, but our forefathers brought forth this doctrine from the land of dreams and planted it in our country so that it might grow and bear fruit which we might enjoy. How well they have planted and how well it has grown is proof of the fact that this spirit of unfettered freedom is practicable and is bequeathed from generation to generation with increasing fervor.

This freedom for which our fathers fought and died has gained fame in every clime and wings on every wind. My friends, we always appreciate that it was our country and our fathers who blazed the trail of freedom's cause, and when this unfettered spirit runs triumphant throughout the world, then and only then will there be no wars, and that so long as one king remains there will be wars.

And now in 1916 the kingdoms of the world are involved in a death struggle, and no matter which nations are victorious freedom will be triumphant.

In our country a new spirit of humanity and justice was in the realm of dreams, and this spirit, like the spirit of freedom, is being brought forth and planted, just as our fathers planted the spirit of freedom one hundred and forty years ago.

It is singular that our country when a weak nation, though strong with the spirit of freedom, conquered the most militant nation in all the world, should now when

strong and powerful be the champion of this new spirit of humanity and justice among the weak. It is altogether fitting that the children of this nation, the most powerful in all the world of this very hour, should emblazon the trail of humanity and justice, which, with freedom, are essential to the progress of mankind.

#### Napoleon vs. Wilson.

This new spirit was indelibly impressed upon me the night of the Carrizal encounter. I was in the library of Congress reading the report of this encounter, and as I glanced up from my paper I beheld the picture which many of you have seen. It is entitled "The Conquerors." In the foreground proudly appear Caesar, Alexander and Napoleon, with battle ax and sword in hand, mounted, and leading a procession of mounted warriors. Heaped up on each side of the procession and extending in endless rows are the dead bodies of the men who paid the price that these leaders might be great.

If the artist had also depicted the widowed mothers, the fatherless children, the brotherless sisters, the bereaved sweethearts, the



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devastation and atrocities of war, the picture would have been more complete. These three great men were leaders of men, but they led their followers to slaughter just as millions of men in Europe are being led today, and just as a few, though I am happy to say a very few, persons in America would have our Chief Executive lead your sons and my sons.

I turned from this harrowing picture and in thoughtful mood strolled to the Capitol, and there gazed up Pennsylvania avenue to the lights of the White House grounds a mile away. On each side of the avenue were spreading elms, symbolic of life. Under these elms were peacefully passing motor and electric cars, while pedestrians moved to and fro upon the broad walks.

The avenue leads directly to the White House, the home of our President, the one man in all the world who has more potential power at his disposal than any other leader since the beginnings of man. One hundred millions of citizens, the bravery of whose ancestors was tested at Bunker Hill, at New Orleans and at Gettysburg. A nation rich in every natural resource, and a veritable bee-hive of industry. A nation and an army which could hurl shot and shell more deadly than heretofore.

That, my friends, is the power in the hands of our Chief Magistrate. Did he seek greatness by using that power, the exercise of which would have made Alexander, Caesar or Napoleon appear but a pygmy in comparison? Did he use the great power at his disposal and shamelessly seize weak and trouble-distraught Mexico? Did he ruthlessly send your sons to slaughter?

#### Our Chief Magistrate With Pen in Hand.

No, my friends, in our country the Chief Magistrate must reflect the sentiments of the people. He readily recognized this new spirit of humanity and justice and turned his back on the old Roman policy of immediately avenging by force of arms, and he set up in its place a new policy of justice for the weak as well as to the mighty.

My friends, do you not see the spirit of humanity and justice in this new picture—our Chief Magistrate, with pen in hand, surrounded by prosperity and peace, which are the sacred bonds of love and happiness for all the people.

Then contemplate the other picture, showing the living representatives in other countries, of Alexander, Caesar and Napoleon, with sword and battle ax in hand, surrounded by dead warriors, devastation, suffering widows, fatherless children, privation and poverty.

The first, my friends, is the picture of our country; the second depicts the old idea.

#### Introducing the Hero of the Evening.

THE TOASTMASTER: Gentlemen, I am going to introduce a man now, a man who is known to most of you, a man I have known for a great many years and I have admired him at a distance. I remember years ago when he took a very active part in the work of the Chamber of Commerce of this city.

I think it was he that located Cincinnati, but I believe it was at the time Captain Ellis was at the Chamber of Commerce, and in his address it was he I think that said: "Cincinnati is the furthest south of the northern cities, the furthest north of the southern cities, the furthest east of the western cities, and the furthest west of the eastern cities."

But we have not heard very much from General Ryan lately, he has moved away from Cincinnati to the town of Cumminsville, and I don't know as you are aware of it, but it is in fact a part of the city of Cincinnati. I passed through there the other day, and as I passed there I saw a little boy selling maps. He said, "Don't you want one of Cumminsville?" I said: "What do they cost?" He said: "A dollar." I said: "Why, I can get a map of the world for fifty cents." He said: "That is all right, but you bet your life Cumminsville isn't on it." (Laughter.)

Gentlemen, the evening will be closed by General Ryan, who will address you on the subject "Till We Meet Again."

(All present rose to their feet and greeted General Ryan with cheers and tumultuous applause.)

#### STRAIGHT FROM THE SHOULDER.

GENERAL MICHAEL RYAN: Mr. Toastmaster and Gentlemen: Yes, I have not been very frequently with my fellow members of the Chamber of Commerce in the last five or six years, but my heart is always there, for I have been identified with that institution since I came to the years of manhood and I certainly could not forget it; but I have done in my own ordinary way as much perhaps as the ordinary citizen in promoting the best interests of the whole city of Cincinnati.

Now I am very glad to be here this evening, gentlemen. I have not even made a speech for a long time and I scarcely know how. I, like yourselves this evening, was a very interested listener to the eloquence of the speakers who have preceded me, and particularly the address of my good friend Dr. Philipson. I have heard a good many sermons preached in my life in cathedral



churches by distinguished orators, I have read a great many speeches, but no sermon and no speech that I have read or that I have listened to impressed me as more exquisitely tender and beautiful than the words addressed to us tonight by this Jewish Rabbi, Dr. Philipson.

I was asked by Charlie Roth a few days ago to speak here this evening, and he gave me as my subject to say "Good-Bye, Good Night." Well, gentlemen, I am admonished by the time now that I might also include "Good Morning," or that beautiful German salutation, "Auf wiedersehen." (Applause.)

#### A Tribute to Old Friends.

I am very happy to be here this evening. It enlivens me a great deal to meet so many of my old associates and friends. Memories of our early days and the organization of the American Meat Packers' Association are tenderly enshrined in my heart and will not be forgotten as long as I live. I delight in the company of friends, but I believe the truest and most sincere and cordial friends I have ever known are the members of this American Meat Packers' Association.

I was with Mr. McCarthy in the early days when we founded the Association, and it was under very difficult circumstances. We spent a good many days and a good many nights in formulating this organization, and I never thought from the forty or fifty members, the charter members that we started with, it would grow into such magnificent proportions as it is today, and survive the stress of storms of the past ten years.

There is one man, just one man responsible for all this. He is not today as fresh or blooming looking as when I knew him then, he is slightly disfigured but still in the ring. But, my friends, it is wonderful how he has kept up in the face of holding this bunch together for the ten years last past, and that is Mr. George L. McCarthy. (Applause.)

It must be an enjoyable occasion for Mac here tonight, to see the fruits of his labors in the representation we have of the meat packing industry of the United States of America. They are greatest in dollars and cents, they are the greatest industry in this country today, and my friends, I will say for ourselves here in Cincinnati, the packers here, that it is like a ray of sunshine in a wintry sky to have you come among us just at this particular time, for we have been in some trouble this past summer.

We had in the packing business of Cincinnati what is known as labor strikes. I have heard of them often, but I have never realized what they were till I was up against them in the past season.

You know we are sort of an old-fashioned people here, and we look on our employees as part of our concern. They come to us from generation to generation, and there was no grievance that one of them every had that on making a complaint to any of the employers, it was not speedily rectified. And everything went very nicely among them, and they were all satisfied, until those birds of ill omen, those agitators, came down here to Cincinnati and spread the seeds of discontent among these people.

The result was they organized, and we were confronted with a proposition from our employees, so unjust and tyrannical a proposition, that we could not maintain our self-respect, and we knew we could not operate our business if we were to submit to them.

#### Knuckling Down in Washington.

So, instead of knuckling down to them, as has been done recently in the capital city of this country, we adopted the measures of that great broad courageous man, Mr. Shonts, of New York, and we told them to go to — (Cheers and applause.)

We just called their bluff. (Applause.) And at first, of course, that meant fight, and it was a fight, and all their methods of boycotting and slugging and threatening were brought into requisition.

But, thank our stars, we had a Mayor and a police force in Cincinnati that enforced

law and order to the very letter, and that is all we wanted. (Applause.)

After a shutdown of our packinghouses in this city for ten weeks, some of us endeavored to do what business we could. But it was a general shutdown, and in that connection I want to thank our friends from other cities, who so generously and liberally supplied us with the necessary supplies that we wanted at cost to themselves. But the men came to their senses, and they are all back at work today.

Of course, it was a great sacrifice of money, a great deal of anxiety and a great sacrifice of business, but we had the supreme satisfaction, gentlemen, of knowing today in the city of Cincinnati that in every packinghouse, in every department of that packinghouse, there is a placard, and on that placard is written in large letters: "THIS IS AN OPEN SHOP." (Applause.)

Now, note right here that through all this business the packers of Cincinnati stood together loyally, the ten packinghouses of Cincinnati. During that very anxious time there was no faltering.

They still stick together, and I will say that their example is one you may well emulate, one that may well be emulated by the American Meat Packers' Association, by standing more



GENERAL MICHAEL RYAN

(President Cincinnati Abattoir Co.)

First President and Patriarch of the Association.

than they do shoulder and shoulder together for their rights, and if we do that we are bound to accomplish a great deal more than we have done in the past.

#### Packers Need to Stand Together.

It is a fact, and no denying it, that there is a prejudice somehow or other, a prejudice in the minds of the public against the packing industry, and against the packers. When calumnies are published in the papers regarding the packinghouses, it is taken without a grain of salt by the public and believed to be true.

And that is our own fault, for we offer no contradiction. Why, the members of the State Legislatures and the Members of Congress, when they want to gain notoriety and fame, the first thing they do is to attack the packers.

I remember an old Republican politician immediately after the war told a young orator who was asking what he should say in a public speech he was going to make that evening—and this was his initial speech—and the old fellow says: "Say anything you please, but give the South hell."

When the average Congressman or legislator of today wants to get notoriety for himself, and his picture in the papers and his remarks published all over the country, he starts out to make an attack on the packers.

#### Some Typical Absurdities About Packers

Even now, at the present time, there is an investigation going on in Washington in regard to the packers' trust, the beef trust, and I have read accounts of some of the evidence that was adduced before that committee.

One gentleman who was full of knowledge came on there at the Government's expense from a far distant Western point, and he had facts and figures. He told that listening committee that Armour and Swift were making twenty-eight dollars a head on the cattle that they were packing. (Laughter.)

Now, gentlemen, this is no fiction, that was published and carried by the Associated Press over this country, and it can be proved by files of the newspapers published at that time. I would say to that gentleman, if he can prove that by facts and figures an do it to Armour and Swift, they will give him \$26 a head for his compensation. (Laughter and applause.)

Another very wise and important witness was called up before the honorable committee, and he testified to the wonderful and startling fact that the Jews of this country are getting the good beef, and the rest of the people have to take what is left. (Laughter.) That is a matter of record. Now, I know that our two and a half million Jewish citizens are very progressive and very enterprising, but I never thought that they had the capacity or ability to eat all our good beef and give the leavings to the rest of the American population.

Well, this is the kind of stuff that is put before this committee.

Mr. McCarthy was before an Agricultural Committee, I believe, and had to give testimony at great expense and that testimony was published, and I was before that committee. That committee consisted of some of the greatest statesmen of this country, their names are well known among the people, and yet they asked more absurd questions about the meat packing business than you can think of.

You know we had a banquet in Chicago one time, and I believe we gave some stickpins and other little souvenirs to some of the boys who entertained us. Some one of the committee there at Washington asked me before that great honorable body what was the value of the stickpins and other souvenirs we gave to these people. (Laughter.)

Now, I want to tell you a story. An Irishman in the English army in France went to the colonel one day and he said: "Colonel, I have got a great favor to ask of you." The Colonel said: "Well, what is it, Mike?" "Well," he said, "my wife in Ireland is in very bad health and she wants me to come home to see her before she dies, and the children are sick, too." "Very well, Mike," he says, "come back on the fourth or fifth day and I will give you an answer." So Mike came back at the appointed time and the Colonel said: "Nothing doing." "Why," he says, "how is that?" And he said: "I wrote to your wife and I got an answer and she said that she was in perfect health and the children were all healthy and that she wanted Mike to stay here and not lose an hour in fighting for his country." He said: "Colonel, have you that letter with you?" "Why no, I haven't got it about me." "Well, Colonel," he said, "I can only say this that I thought myself to be the biggest liar in the regiment, but I believe you and we are the two biggest liars in the regiment, for I have got no wife at all." (Laughter.)

Well, this is the kind of stuff, gentlemen, that is circulated about our business, and taken in by a susceptible public who don't know a thing about it. Only when meat prices go up the fabrications come up against the packers.

#### A Suggestion for Publicity.

Now, if we only had a Publicity Committee in our American Meat Packers' Association we would give the public the truth and the facts that would run down these lies and expose these slanderers. The meat packers of the United States would stand in a far better position than they do today with the American public.

And the man to do that, if you will back him up, is our friend and able secretary, George L. McCarthy. (Applause.)

We want no special privileges. The Constitution of the United States guarantees equal rights to all and special privileges to none. We only want the public to know what we are doing, and that we are not the cheats and the rascals that we are imputed to be on all sides. And it is necessary, gentlemen, for the perpetuation of this Association and for our good name, to stand together and uphold the hands of our worthy Secretary in this great work.

Now, the time admonishes me we have all had about enough and I will close by saying, gentlemen, that I am very happy to be in your company this evening and I hope to appear before you again, and if God lets me live another year, whether we should meet in Cincinnati, Chicago or San Francisco, I will endeavor to be present at that convention.

I suppose I need not say, but I believe from the accounts of Mr. Charlie Roth and the Committee, that Cincinnati has maintained her reputation for hospitality to you gentlemen, and that every one of you will go home with a good taste in his mouth. We are glad that you came here as individuals, and we are glad that you came here as an organization. Remember you are always welcome; come in the evening, come in the morning, come whenever you please, and you will always find the latch string is out to you. (Prolonged applause.)

## Cincinnati's Treat

At Chicago the convention wind-up used to be an auto tour, a garden party, a movie demonstration or something equally attractive. At St. Louis last year it was that wonderful motor trip, concluding with the supper at the Sunset Inn.



GEORGE ZEHLE  
(Zehler Provision Co., Cincinnati, O.)  
Chairman Committee on Boat Trip.

It remained for Cincinnati to vary the programme with a real, old-fashioned side-wheel steamboat ride on the O-h-i-o.

That was the "third-day" feature of the convention entertainment programme, and it

was where the "Cincinnati bunch" spread themselves. The steamer Island Queen was chartered for the occasion, and after some 400 visitors and natives had got aboard on Wednesday morning she cruised up and down the Ohio along the borders of three States, and what with fun aboard and fun ashore, it was certainly a great day.

George Zehler, chairman; Frank Folz and Stephen Hauser were the committee in charge of this event, and they had the entire "bunch," from Generalissimo Charlie Roth down to the humblest high private, along with them to help make the visitors comfortable and happy.

Federal inspectors may have counted the passengers, but it is safe to venture that the freight, liquid and solid, was not officially weighed, else the boat might not have been allowed to start. At any rate, there was plenty to eat and drink and a fine luncheon was on tap during the entire trip, aside from the feast later served ashore.

The procession left the Hotel Sinton at 9.30 in the morning, headed by a band and a police escort, and all Cincinnati stood on the sidewalks and gaped at the Beef Trust on Parade! All the good sports marched in the parade except a few who had not yet got rid of their sea-legs, and they rode down to the wharf in automobiles.

The excitement began early. As the steamer was passing under the Cincinnati Suspension Bridge there was a loud outcry, "Man overboard!" and a rush for the rail, where it was seen that a man had fallen from the bridge into the river.

The excitement was terrific, and Jim Agar and Fred Burrows were seen struggling with each other to see which should be first to jump overboard and rescue the drowning man. Jim had his coat off and Fred was trying to pull off his shoes, while women wrung their hands and cried with fear, though thrilled at their bravery. Just then Charlie Roth came up and explained that it was a little Cincinnati joke; a dummy had been thrown off the bridge, and so Jim and Fred were cheated out of their fame.

The boat proceeded down the Ohio as far as Fernbrook, the great federal dam about 15 miles below Cincinnati, then turned and passed up the river beyond the city to the resort known as Coney Island. This had been closed for the season, but was reopened for this occasion and a variety of attractions provided for the visitors. There was a trap-shooting contest for those who liked sport with the gun, but the chief event was a genuine Kentucky barbecue.

The menu included burgoo, barbecued beef, chicken, lamb and pork tenderloin and other eatables. After all had feasted to their fill the return trip was made and the visitors delivered in town in time to catch evening trains for their homes, having enjoyed a great three-days' visit to their Cincinnati friends.

The Executive Committee which had the arrangements in charge for the entertainment

of the convention was composed of Charles E. Roth, chairman; Armin Sander, Joseph Ryan, Harry Maescher and George Zehler. The Cincinnati members are famous for the way in which they stand together in everything, and



LOUIS W. KAHN  
(E. Kahn's Sons Co., Cincinnati)  
Chairman Local Publicity Committee.

in this instance they stood together to their everlasting credit in giving their A. M. P. A. friends and fellow members a glorious good time.

The full list of Cincinnati committees was as follows:

Executive Committee.—Charles E. Roth, chairman; Armin Sander, Joseph Ryan, Harry E. Maescher, George Zehler, Sr.

Committee on Banquet.—Joseph Ryan, chairman; Robert West, Jr., Armin Sander.

Committee on Smoker Vaudeville.—Roland Meyer, chairman; Charlie Riley, Jr., Charles Buehler.

Committee on Boat Trip.—George Zehler, Sr., chairman; Frank Folz, Steve Hauser.

Committee on Souvenirs.—Henry Moelling, chairman; Albert Rassenfoos, Nick Jansen.

Committee on Finance.—Elmer Schroth, chairman; Louis Wiederstein, Oscar Hoffman.

Committee on Music.—John Hoffman, chairman; Joseph H. Hewetson, George Lohrey.

Committee on Local Publicity.—Louis Kahn, chairman; Charles Heckle, Claude Ritter.

Committee on Programme.—Jacob Vogel, chairman; William A. Hopkins, Raymond Meyer.

Committee on Speakers and Toastmaster.—Ernest Freund, chairman; William Gerringer, P. C. Leffel.

Committee on Display Rooms, Booths and Directions.—Leo Blum, chairman; George Greishaber, George Zehler, Jr.



## Just About People

'Rah for Ryan!

President-elect Rohe's speech sounded just like him. Prince Al!

Bob McManus missed his little green hat at the smoker. Didn't look natural without it.

Pete Cosgrove is little, but—oh, my! Bromide, but true.

Fred Burrows had a sore throat, but his pedal extremities were as agile as ever.

Joe Roth showed signs of his old-time stepping ability at the smoker, but could not be persuaded to take the platform.

The hit of the smoker? What a foolish question! Jim Agar as the Caruso of the Maennerchor, of course.

Jim Agar, Bill Agar, Wood Agar, John Agar, Jr.—the whole d—— the whole Agar family, were present at the convention.

Arthur White divided his time almost equally between cussing the printer and playing golf. Both necessary, too.

Again we must ask, what would a convention be without Jim Hills? Jerky, to say the least. Jim is some steersman!

Sam Stretch's headlight was first sighted at the smoker. Must have had his dimmers on before that.

Jacob Decker headed the patriarch class at the convention. As usual, he didn't miss a thing.

"Borax Bill" was on hand with his basso profundo and his store of pure food information. Mr. H. Langdon Harris, gentlemen.

John W. Hall didn't bring any poetry with him this time. Needs it all for those circular letters.

R. Mannheimer of Evansville, Ind., was one of the first at the first convention, and he is still coming.

C. P. J. Kroeck, of Milwaukee dazzled the populace on Tuesday with a new pair of yellow gloves.

F. M. Kelly, of W. L. Gregson & Company, brought his copyrighted frock coat, and all was well.

It was like old times to see General Ryan and Charley Schmidt at a packers' convention. Both belong to the class of Honored Founders of the Association.

Herman A. Fleming, the Poston packing-house products broker, made a lot of new friends at the meeting.

Max Marx—Henry's brother, you know—was one of the representatives of the Oppenheimer Casing Company at the gathering.

Chairman Ed LaBart of the Press Committee had his news menu always ready to serve. Facts a la minute!

Charley Schmidt was one of the wheel-horses of the Maennerchor which made the real music at the smoker. How it did revive memories of "Ta-ra-ra-boom-de-ay!"

Chesterfield Joe Ilg had nine suits of clothes in his Grand Trunk at the hotel, and another on his back—not to speak of a line of sombreros, which spoke for themselves.

The Cincinnati brand of entertainment was as slick as the dome of Carl Aldrich's cranium. And that is somewhat smooth, as you know if you've caught the reflection!

R. T. Randall, Jr., represented R. T. Randall & Company of Philadelphia at the meeting. His bronze matchbox souvenir was a winner.

The Brecht pencil souvenir was one of the prizes of the trade section. A. W. Gaddum

and A. C. Schueren were very popular gentlemen.

"Uncle Billy" Russell added weight to the Chicago delegation, and the atmosphere also tested out several degrees more of geniality when he was around.

According to President Krey the "Little Giant" is now the "Little Bull Dog." He can still make a corking extempore speech, whatever his nickname.

Secretary McCarthy "put the punch" in the first day's session with his appeal to the packers to wake up and do something on the livestock disease proposition.

Louis A. Kramer, sales engineer for the Albright-Nell Company, and one-time "wordless author," was busy making new friends and tying up old connections.

Somebody claimed Al Rohe's hat after the smoker and left another green lid in its place. The new president spent Tuesday spotting green hats, and made several trades without locating the original.



E. S. LA BART  
(Morris & Co., Chicago, Ill.)  
Chairman Convention Press Committee.

Major General O'Brien, of Morris & Company, cannot divest himself of the idea that ammonia is the supreme object in life, and he generally succeeds in converting a lot of people to his way of thinking, too.

President Fred Krey set the example by bringing Mrs. Krey to the convention. The ladies had been left behind long enough, and Fred thinks the new style will prove popular hereafter.

Entertaining the ladies was a new feature of convention arrangements—shame on us that we hadn't thought of it afore!—but Mrs. Charles Roth showed us how to do it hereafter.

John A. Gebelein, of Baltimore, was quite a symphony in color—white hat, lemon gloves, blue garters (to match his pajamas), also cuffs and a cane—not to forget the charming Mrs. Gebelein, the chief attraction of all.

President Uhlmann, of the Chemical & Engineering Company of Chicago, came pretty near missing his appointment as a convention speaker. Good excuse, though. New wife!

L. E. Griffin, of the P. C. Gray Company,

Boston commission merchants, thought so much of his St. Louis friends that he went West and came East with them in their convention special.

General Manager John A. Hawkinson and Traffic Manager V. D. Skipworth led the Wilson & Company delegation. Both live wires; have to look out or you'll get a shock from that high-tension current!

John J. Dupps, vice-president of the Cincinnati Butchers' Supply Company—now, how are you to sidestep John, even if you wanted to? And no one is on record as ever wanting to; rather they hunt him up.

General Ryan's talk at the opening convention session was quite like old times. It was late when he got wound up and started, but there wasn't a man wanted to leave. His "Elegy on a Pork Packer" was a masterpiece in miniature.

The influx of celebrities on Tuesday morning was quite overwhelming. The newspaper snapshot artists got an Armour, a Morris and a Swift in one group. All they needed was a Wilson and a Cudahy to make a "Big Five."

After reading Charley Schmidt's poetic welcome to Porkopolis everybody made a rush out to Charley's plant to see the new "Boss" great grate hog debairers. Even Carl Aldrich got up at 6 a. m. to go, though what he wants of a debairer the Lord only knows!

The first man to report present at the first convention was Oscar C. Danzeisen, of Decatur, Ill. And he has missed but one convention since, concluding he might as well freeze to death at home as in Washington, D. C. He enjoyed the 1916 meet to the limit.

Last but not least ("No, indeedy!" said Sam Stretch) the portly Charles Sucher, president of the Charles Sucher Packing Company, Dayton, O., arrived on Tuesday afternoon, and got in under the wire just as the registration headquarters closed. Couldn't miss it, even if delayed!

Nelson Morris told a Cincinnati newspaper reporter who was trying to interview him that he had no especial fad. At the same time it was noticed that he wore no hat, and no one had seen him with one on since his arrival in Cincinnati. His healthy, bronzed countenance told the rest. His was a sensibly hatless fad.

It's been many a year since the convention sessions were enlivened by such a combination of fact and fun as Dr. Soule's address. The president of the Georgia College of Agriculture knows how to capture and hold a crowd while he stuffs them with so-called "dry" facts. He throws away his manuscript before he starts; that may be one explanation.

Though perhaps not the City of Flowers, Cincinnati certainly seemed to be the City of Boutonnieres. Each packer visitor wore a carnation on Monday and a dahlia on Tuesday. They were pinned on as members entered the convention hall by two charming young Cincinnatiennes, Misses Schmidt and Dupps, daughters of the heads of the Cincinnati Butchers Supply Company.

George L. McCarthy—"Now all pull together!"—is lighter (troy) by a haircut and shave. Trained to a grain.

John Hetzel, the well-known Chicago packer, added his usual good share to the general fund of pleasure. John certainly takes well all the time.



Jim Hills, Swift & Company's "indefatigable," and the Convention's "Indispensable," is positively the greatest utility feller ever. Thanks, Jim!

Edwin J. Ward, the United Cork Company's corker, kept his end up in approved style. Edwin says: "Treat 'em right and they will stay with you."

J. V. Jamison, Jr., of the Jamison Cold Storage Door Company, was right in line: alignment perfect, same as his door. J. V. has a host of friends.

R. Mannheim, of the Evansville Packing Company, the star business and pleasure mixer, a charter member and regular attendant, was strictly on the job.

R. C. McMann, Swift & Company's legal luminary, radiated a few bushels of good feeling amongst the visitors. Bob would make a great ambassador.

E. S. La Bart, of Morris & Company's, star publicity bear, was as ever one of the pillars of the Convention. Clean, precise, concise and direct—that's Eddie!

Sam Stretch, complexion, smile and everything, rotated and radiated and expatiated and—irrigated a whole lot as per usual. Adds spice to things, Sam do.

B. F. Nell, of the Allbright-Nell Company, Chicago, was there with both feet, and as usual everything on the card went, and B. F. can go some when he gets warmed up.

John F. Havens, of the Hair Drying and Cleaning Process Company, believes in "the hair of the old hog," not next morning alone, but each and every succeeding morning.

Charles and Albert Rohe, of Rohe & Brother, New York, are exceedingly popular and dependable regulars. Their absence would be a keen disappointment—criminal, b'gosh.

Apropos of Secretary McCarthy's avoirdupois (?), he was weighing in to settle a bet between two members when one of them remarked: "No fair cheatin', Mack, throw away that cigarette!"

F. M. de Beers, of the Swenson Evaporator Company, is another positive—in everything. That's his middle name. He cuts corners, crosses lots, fords streams, climbs mountains—any old thing to get there—and he gets there, too!

Conrad Taurus Yeager, the great and only "Con," came in with a carload of choice native steers, mostly from old Penn.—a few picked up en route—and they topped the market. That's Con's especial specialty—topping everything he aims at!

Elwood H. Uhlmann, head of the Chemical & Engineering Company, Chicago, made his second bow as an attender. Elwood is some boy and some packinghouse chemist, and those who know him hurry to corroborate this statement, too. Ask 'em.

Oscar F. and Oscar G. Mayer, who make up O. F. Mayer & Bro., Chicago, were there: would be anyhow, if it took a leg each. Oscar F. (Papa) needs no introduction nor boost, and Oscar G. (son) is coming fast, hugging the rail at a 90-mile clip—in a business way, we mean. Pop's record is over 100, generally!

You'll have to ask Harry Oppenheimer what a "Kibitzer" is: he knows at least \$80 worth.

W. T. Riley, of Philadelphia, was there as natty and dapper as usual, but just a slave. Hard lines, W. T., but you know you said it yourself!

James S. Agar never renigs: sits in and plays his hand out regardless. Jim is a

regular feller and one of the real packers. On the job all the time, and full of "pep."

Francis Ellis, president of the Penn Beef Company, Philadelphia, missed the smoker. He said: "I don't care—but !!" He got to the banquet and the boat ride, however.

William F. Brunner, of the Paterson Parchment Paper Company, Passaic, N. J., was on the job as usual. The trade has known William for years and—like his paper—he wears well.

Fred A. Hart, the well-known and very popular casing man, put in every second of the time, all his energy and fund of entertainment making things enjoyable. Speshully at the smoker! Oh, Fred!

Fred R. Burrows, jolly and entertaining, was a heartily welcome attender. Fred stops at nothing, passes up nothing, and is always on the job to help things along in the right channel. Some pilot.

"W. S. and P. Co." This stands for Henry Hoenigsberger, whose culture and refinement is never for a moment forgotten. He ain't no real meat man. He's a college professor and a good one, too.

The Heekin Can Company was also represented by Albert F. Rassenfoos, Ray Robson and Henry Gates, a trio that could sell sweaters and red flannel underwear to the imps of Hades. That's no joke!

William G. Agar, the New York broker—"Bill" to all who know him, and all of 'em know him—did all he could to make things pleasant and interesting, and he knows how to do that same exceedingly well.

Peter D. Cosgrove, Sterne & Son Company, "Just brokers," promised himself all year since the St. Louis meeting that he would not miss another, and he kept his promise. Pete's word is his bond anyhow. Another big little guy.

"Borax Bill" Harris says the reason why the Jewish people do not eat pork is that Aaron cornered the hog market and wouldn't let Moses in on it, so Moses, the lawmaker, passed a law prohibiting the people eating pork. Hoss on Aaron!

Arthur Ohlhausen, head salesman of J. S. Hoffman & Company, of Chicago, was suave and nonchalant as usual. He has many good friends in the trade and his business methods command their respect. He always leaves them smiling when he says goodbye.

A. L. Eberhart, of George A. Hormel & Company, Austin, Minn., is a fitting representative of a progressive house, and "fit" too. He is as well known in Chicago as the proverbial "bad" penny, though there is nothing bad about him—just devilish! Some pork packer, boys!

"The Midnight Crew"—Salt Williams, Charley Mullaly and Fred Higbie, perpetrators. We are members of The Midnight Crew: we are live ones and wild ones, too. Home in the morning on the milky way, singing the same old song, "Early to bed and early to rise makes a man healthy, wealthy and wise." We are members of the Midnight Crew, and we are live ones and wild ones, too!

Fred Niebling, with all his 76 years, has discovered the waters of youth. He carries 'em bottled in his pocket, and can come pretty near to cleaning up a pretty husky outfit.

What would a convention be now without Joe Ilg, that big-hearted westerner who is ready to go broke any old time to help anyone out of difficulties, from parting with his most beloved sombrero or loose change, to divesting himself of his sox when the call comes. He's

even satisfied to be kanoodled once. But the second time the recipient may need a surgeon!

Albert E. Heekin, secretary and treasurer of the Heekin Can Company, and his staff of assistants, were very much in evidence. The Heekin boys were on several committees and their training made them most valuable in the various positions they occupied. Their system and efficiency cleaned up the work in a hurry.

A real F. F. V., a representative of one of the oldest families present, was Herman Fleming, the big Boston packinghouse and cottonseed products broker, whose family settled in the South in 1610, one seventy-two after John Smith landed. Mr. Fleming has had many years experience in the packing business and has hosts of friends all over the country who are always glad to do business with him.

## Among Those Who Were There

The registration at the convention included representatives from every part of the country. The entertainment programme was so varied and the other features were so interesting that some visitors undoubtedly did not get to the top floor of the Hotel Sinton in time to get their names enrolled before registration headquarters closed. Among those who were registered were the following:

W. H. Sweet, Cincinnati Butchers Supply Co., Toledo, O.

Oscar Hoffmann, John Hoffmann & Sons Co., Cincinnati, O.

Jacob Hoffmann, John Hoffmann & Sons Co., Cincinnati, O.

John Hoffmann, John Hoffmann & Sons Co., Cincinnati, O.

L. A. Waltke, Wm. Waltke & Co., St. Louis, Mo.

S. Hauser, Jr., Hauser Stander Tank Co., Cincinnati, O.

Nathan Kahn, E. Kahn Sons Co., Cincinnati, O.

Eugene Kahn, E. Kahn Sons Co., Cincinnati, O.

Henry Hellwitz, E. Kahn Sons Co., Cincinnati, O.

Louis W. Kahn, E. Kahn Sons Co., Cincinnati, O.

Ernst Freund, Ernst Freund, Cincinnati, O.

J. V. Maescher, Maescher & Co., Cincinnati, O.

Henry Moellering, Lohrey Packing Co., Cincinnati, O.

Albert W. Kahn, E. Kahn Sons Co., Cincinnati, O.

Jacob Vogel, Jacob Vogel & Son, Cincinnati, O.

Fred J. Hoffmann, Ernst Freund, Cincinnati, O.

F. W. Niebling, F. W. Niebling Co., Norwood, O.

Edwin Niebling, F. W. Niebling Co., Norwood, O.

A. R. Mueller, J. & F. Schroth Co., Cincinnati, O.

Thomas L. Wilson, Goudie Market Co., Detroit, Mich.

Robert Martin, Hammond Standish & Co., Detroit, Mich.

Robt. E. Conway, Armour & Co., E. St. Louis, Ill.

Paul I. Aldrich, Editor The National Provisioner, New York, N. Y.

Jno. J. Moore, Inter County Co-operative Packing Co., New Richmond, Wis.

- Leo Blum, The Butchers Packing Co., Cincinnati, O.
- Alvin E. Schmidt, The C. Schmidt Co., Cincinnati, O.
- C. W. Payne, O'Neill & Payne, Philadelphia, Pa.
- David E. Robertson, Miller & Hart, Chicago, Ill.
- O. J. Mueller, Butchers' & Packers' Gazette, St. Louis, Mo.
- P. Edwin Thomas, Armstrong Cork Co., Pittsburgh, Pa.
- J. J. P. Langton, broker, St. Louis, Mo.
- E. H. Uhlmann, Chemical & Engineering Co., Chicago, Ill.
- Fred Krey, Krey Packing Co., St. Louis, Mo.
- E. H. Maffey, Cincinnati Abattoir Co., Cincinnati, O.
- W. W. Krenning, St. Louis Independent Packing Co., St. Louis, Mo.
- L. E. Griffin, P. G. Gray Co., Boston, Mass.
- Walter B. Hulme, W. B. Hulme Co., Chicago, Ill.
- M. F. Hoffmann, M. F. Hoffmann, Cincinnati, O.
- H. W. Maescher, Maescher & Co., Cincinnati, O.
- A. F. Rassenfoss, The Heekin Can Co., Cincinnati, O.
- C. G. Parker, M. K. Parker & Co., Chicago, Ill.
- Chas. H. Hanson, Thomson & Taylor Spice Co., Chicago, Ill.
- R. G. Rasmussen, Urbana Packing Co., Urbana, O.
- Henry Sartorius, Sartorius Provision Co., St. Louis, Mo.
- F. M. De Beers, Swenson Evaporator Co., Chicago, Ill.
- G. W. Lohrey, Lohrey Packing Co., Cincinnati, O.
- W. E. Pemberton, Acme Packing Co., Chicago, Ill.
- Howard R. Smith, Jones & Lamb Co., Baltimore, Md.
- Geo. E. Lettie, Arnold Bros., Chicago, Ill.
- Edwin J. Ward, United Cork Companies, Chicago, Ill.
- Wm. F. Schluderberg, Wm. Schluderberg & Son, Baltimore, Md.
- Oscar F. Meyer, Oscar F. Meyer & Bro., Chicago, Ill.
- George A. Schmidt, Otto Stahl, Inc., New York City.
- John A. Hall, Taylor Bros., Chicago, Ill.
- Max Marx, Oppenheimer Casing Co., New York City.
- Horace G. Williamson, John C. Roth Packing Co., Cincinnati, O.
- Geo. W. Bolen, Schwartz, Bolen Co., Kansas City, Mo.
- G. L. Jonas, Bechstein & Co., Chicago, Ill.
- Herman A. Fleming, broker, Boston, Mass.
- K. N. Farkas, Berth, Levi & Co., New York City.
- Phil C. Leffel, Cincinnati Wire Bound Box Co., Cincinnati, O.
- Otto Blaurock, Western Packing & Provision Co., Chicago, Ill.
- S. Strauss, Independent Butchers Supply Co., Chicago, Ill.
- M. K. Parker, M. K. Parker & Co., Chicago, Ill.
- C. H. Jacoby, M. K. Parker & Co., Chicago, Ill.
- Frank Hoffman, American Hide & Leather Co., Columbus, O.
- A. C. Russi, The F. C. Stedman Co., Athens, O.
- A. N. Benn, Omaha Packing Co., Chicago, Ill.
- H. L. Culver, Plankinton Packing Co., Milwaukee, Wis.
- C. F. Dickens, The Layton Co., Milwaukee, Wis.
- Sam Gordon, Cox & Gordon Packing Co., St. Louis, Mo.
- E. D. Baldwin, Libby, McNeill & Libby, Chicago, Ill.
- Chas. E. Roth, John C. Roth Packing Co., Cincinnati, O.
- Albert T. Rohe, Rohe & Brother, New York City.
- Charles Rohe, Rohe & Brother, New York City.
- Leon Alexandre, The National Provisioner, New York City.
- A. W. Gaddum, Brecht Co., St. Louis, Mo.
- A. C. Schueren, Brecht Co., St. Louis, Mo.
- George Kern, Geo. Kern Co., New York City.
- W. J. Cox, Sefton Manufacturing Co., Chicago, Ill.
- J. G. Hugel, John Chatillon & Son, New York City.
- Wm. F. Brunner, Paterson Parchment Paper Co., Passaic, N. J.
- D. H. Pennock, Chicago Mill & Lumber Co., Chicago, Ill.
- Arthur D. White, Swift & Co., Chicago, Ill.
- R. C. McManus, Swift & Co., Chicago, Ill.
- J. F. Smith, Swift & Co., Chicago, Ill.
- Edgar K. Adler, San Francisco Salt Refining Co., San Francisco.
- G. W. Williams, Morton Salt Co., Chicago, Ill.
- Harry J. Renn, E. W. Wagner & Co., Chicago, Ill.
- A. J. Little, Armour & Co., Chicago, Ill.
- David T. Kiley, Armour & Co., Chicago, Ill.
- George Hallenbach, Chicago, Ill.
- A. L. Eberhart, Geo. A. Hormel & Co., Austin, Minn.
- Samuel Kraus, Samuel Kraus & Son, Baltimore, Md.
- L. H. Rettberg, Baltimore, Md.
- Murray Keller, Oscar F. Mayer & Bro., Chicago, Ill.
- Owen C. Egan, Jno. Agar Co., Chicago, Ill.
- Henry A. Wagner, White Co., Cleveland, O.
- H. J. Ruff, C. Schmidt Co., Cincinnati, O.
- H. H. Moore, H. H. Moore, Chicago, Ill.
- Peter M. Buckel, Triumph Ice Machine Co., Cincinnati, O.
- R. M. Yegge, Cincinnati Wire Bound Box Co., Cincinnati, O.
- S. A. Smith, J. B. Ford Co., Wyandotte, Mich.
- Clarence L. Coleman, S. Oppenheimer & Co., Chicago, Ill.
- Myron McMillan, J. T. McMillan Co., St. Paul, Minn.
- Edward P. Martin, Armour Soap Works, Chicago, Ill.
- Henry Dummert, Chicago, Ill.
- L. C. Doggett, L. C. Doggett Co., Chicago, Ill.
- John Hetzel, Chicago, Ill.
- Michael Schroth, J. & F. Schroth Packing Co., Cincinnati, O.
- Geo. L. McCarthy, The National Provisioner, New York.
- Albert Seibel, J. & F. Schroth Packing Co., Cincinnati, O.
- John H. Schroth, J. & F. Schroth Packing Co., Cincinnati, O.
- John J. Schroth, J. & F. Schroth Packing Co., Cincinnati, O.
- Henry J. Schroth, J. & F. Schroth Packing Co., Cincinnati, O.
- Elmore M. Schroth, J. & F. Schroth Packing Co., Cincinnati, O.
- Joe T. Taylor, J. T. Taylor Co., Pittsburgh, Pa.
- George Zehler, Sr., Geo. Zehler Provision Co., Cincinnati, O.
- M. J. Gerhard, J. & F. Schroth Packing Co., Cincinnati, O.
- Andrew M. Soule, Georgia State College of Agriculture, Athens, Ga.
- Chas. E. Herriek, Brenman Packing Co., Chicago, Ill.
- M. J. Salzman, S. Oppenheimer & Co., Chicago, Ill.
- W. B. Lane, North American Provision Co., Chicago, Ill.
- H. Boore, Chicago, Ill.
- D. C. Cosgrove, Sterne & Son Co., Chicago, Ill.
- Joe Ilg, Grand Trunk Ry. System, Chicago, Ill.
- W. J. Richter, Allbright-Nell Co., Chicago, Ill.
- Joseph Ryan, Cincinnati Abattoir Co., Cincinnati, O.
- S. R. Logwood, Brecht Co., St. Louis, Mo.
- Wm. O. Kuechler, North Side Packing Co., Pittsburgh, Pa.
- J. F. Havens, Hair Drying & Cleaning Process Co., Chicago, Ill.
- Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.
- R. M. Jackson, Swift & Co., Chicago, Ill.
- John L. Sheehy, Wilson & Co., Chicago, Ill.
- T. H. Ingwersen, Swift & Co., Chicago, Ill.
- S. Stretch, Van Loan & Co., New York City.
- Henry Burkhardt, Henry Burkhardt Provision Co., Dayton, O.
- Fred Clark, North Packing Co., Boston, Mass.
- S. R. Tomkins, J. B. Ziegler & Co., Chicago, Ill.
- E. H. Redeker, Kerber Packing Co., Elgin, Ill.
- F. M. Kelly, W. L. Gregson & Co., Chicago, Ill.
- Armin Sander, A. Sander Packing Co., Cincinnati, O.
- R. Huggins, W. C. Routh & Co., Logansport, Ind.
- Henry W. Bernson, Wm. Davies Co., Ltd., Toronto, Ont.
- John T. Agar, John Agar Co., Chicago, Ill.
- F. A. Hart, F. A. Hart Co., Chicago, Ill.
- Frederick G. Baker, Baker Packing Co., Chicago, Ill.
- John A. Gebelein, Baltimore, Md.
- J. F. Shafer, Jacob C. Shafer Co., Baltimore, Md.
- S. W. Baldwin, United Cork Companies, Chicago, Ill.
- Chas. F. Hammond, Hammond Standish & Co., Detroit, Mich.
- C. M. Van Paris, Hammond Standish & Co., Detroit and Saginaw, Mich.
- Ralph W. E. Decker, Jacob E. Decker & Sons, Mason City, Ia.
- Oscar G. Mayer, Oscar F. Mayer & Bro., Chicago, Ill.
- Harry D. Oppenheimer, Oppenheimer Casing Co., Chicago, Ill.
- J. A. Owens, American Can Co., Cincinnati, O.
- H. G. Edwards, American Can Co., Chicago, Ill.
- C. P. J. Kroeck, Cudahy Bros. Co., Milwaukee, Wis.
- F. A. Hunter, Swift & Co., E. St. Louis, Ill.
- C. W. Riley, Jr., Cincinnati, O.
- F. C. Acton, Armour Ammonia Works, Chicago, Ill.
- H. E. Rogers, Armour Fertilizer Works, Chicago, Ill.
- J. C. Jacobs, Armour & Co., Chicago, Ill.
- F. A. Habermann, Habermann Provision Co., Cleveland, O.
- John Fuhrman, Fuhrman & Forster, Chicago, Ill.
- L. A. Kramer, Allbright-Nell Co., Chicago, Ill.
- Andrew G. Kriel, Charles G. Kriel, Baltimore, Md.
- Hugo Epstein, Cudahy Bros. Co., Milwaukee, Wis.
- Geo. Puehta, Mayor of Cincinnati.
- Max Guggenheim, Guggenheim Bros., Chicago, Ill.
- F. T. Fuller, Wilson Provision Co., Peoria, Ill.
- Jas. S. Agar, John Agar Co., Chicago, Ill.
- Wm. G. Agar, broker, New York City.
- J. S. Hoffman, J. S. Hoffman Co., Chicago, Ill.
- F. C. Vogelbach, W. R. Crawford Co., Cincinnati, O.
- D. Swenright, Swenright & Schlegel, New Orleans, La.
- R. Mannheimer, Evansville Packing Co., Evansville, Ind.
- C. L. Overaker, Armour & Co., Chicago, Ill.
- Henry Hoenigsberger, Western Sausage & Provision Co., New York City.
- James F. Fay, Fay & O'Connor, Boston, Mass.
- Emile Fred Glaser, Architect, Cincinnati, O.
- L. M. Lester, Swift & Co., Chicago, Ill.

- Fred Fischer, Fischer Meat Co., St. Louis, Mo.  
 E. F. Bisbee, St. Louis National Stock Yards, Ill.  
 H. O. Ahrens, C. Schmidt Co., Cincinnati, O.  
 E. L. Bertram, National Stock Yards, Ill.  
 Fred A. Dietrich, Cincinnati Abattoir Co., Cincinnati, O.  
 W. J. Russell, Swift & Co., Chicago, Ill.  
 W. J. Russell, Jr., Swift & Co., Chicago, Ill.  
 Frank Glazell, J. & F. Schroth Packing Co., Cincinnati, O.  
 Richard C. Smith, John E. Smith Son Co., Buffalo, N. Y.  
 W. B. Hawkes, Brecht Co., St. Louis, Mo.  
 Frank W. Folz, Frank W. Folz & Co., Cincinnati, O.  
 Lewis Koerner, Worcester Salt Co., New York City.  
 A. J. Major, Major Bros. Packing Co., Mishawaka, Ind.  
 W. D. Eastward, Major Bros. Packing Co., Mishawaka, Ind.  
 Geo. H. Hoffmann, North Side Packing Co., Pittsburgh, Pa.  
 Geo. Weimer, Wheeling, W. Va.  
 E. A. Reineman, Fried & Reineman Packing Co., Pittsburgh, Pa.  
 E. G. Streit, Wilson & Co., Chicago, Ill.  
 E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind.  
 John Wenzel, John Wenzel Co., Wheeling, W. Va.  
 A. B. Reiss, Wilson & Co., Chicago, Ill.  
 Chas. H. Ogden, Pittsburgh Provision Packing Co., Pittsburgh, Pa.  
 Gustave Becke, John Wenzel Co., Wheeling, W. Va.  
 Adolph S. Klein, Schwenger Klein Co., Cleveland, O.  
 Chas. A. Streets, broker, Cleveland, O.  
 A. S. Pickering, President, Master Butchers' Association of America, Cleveland, O.  
 J. C. Mackenzie, C. Schmidt Co., Cincinnati, O.  
 S. J. Davis, Johnson Morse Can Co., Wheeling, W. Va.  
 Henry Wagner, Wagner Refining Co., Cincinnati, O.  
 W. H. Sweet, Cincinnati Butchers Supply Co., Cincinnati, O.  
 Nicholas J. Janson, Cincinnati, O.  
 Max N. Agger, John C. Roth Packing Co., Cincinnati, O.  
 Oscar C. Schmidt, Cincinnati Butchers Supply Co., Cincinnati, O.  
 John J. Dupps, Jr., Cincinnati Butchers Supply Co., Cincinnati, O.  
 Henry Wortman, Cincinnati, O.  
 W. C. Butler, Darling & Co., Chicago, Ill.  
 Geo. Kaufmann, A. Sander Packing Co., Cincinnati, O.  
 Adolf Becker, Becker Bros., New York City.  
 Otto Stahl, New York City.  
 F. B. Edmond, Cincinnati Abattoir Co., Cincinnati, O.  
 John L. Roth, John C. Roth Packing Co., Cincinnati, O.  
 Joseph L. Roth, Jr., John C. Roth Packing Co., Cincinnati, O.  
 Henry Eckart, Fred Eckart Packing Co., Ft. Wayne, Ind.  
 Herbert Eckart, Fred Eckart Packing Co., Ft. Wayne, Ind.  
 Ludwig Wise, L. Wise & Bros. Co., Cincinnati, O.  
 Harry R. Doolen, Cincinnati, O.  
 Jacob E. Decker, Jacob E. Decker & Sons, Mason City, Ia.  
 E. F. Roth, John C. Roth Packing Co., Waterloo, Ia.  
 Ferdinand Dryfus, Dryfus Packing & Provision Co., La Fayette, Ind.  
 Joseph Kurdle, Thos. J. Kurdle, Baltimore, Md.  
 Con Yeager, Pittsburgh, Pa.  
 John Hoffman, Jr., John Hoffmann Packing Co., Cincinnati, O.  
 Charles Hauck, John Hoffmann Packing Co., Cincinnati, O.  
 John Hoffmann, John Hoffmann Packing Co., Cincinnati, O.  
 David H. Loewenstein, Cincinnati Abattoir Co., Cincinnati, O.  
 Charles G. Maltas, United Home Dressed Meat Co., Altoona, Pa.  
 John Seiler, John Seiler Co., Pittsburgh, Pa.  
 Frank Y. Endress, United Home Dressed Meat Co., Altoona, Pa.  
 Milton Schaffner, Schaffner Bros. Co., Erie, Pa.  
 John Riegler, Brookside Sausage Co., Cleveland, O.  
 Frank Schmidt, Columbus Packing Co., Columbus, O.  
 George Blumenstock, Blumenstock & Reid Co., Cleveland, O.  
 George M. Wiedemer, John E. Smiths Sons Co., Buffalo, N. Y.  
 C. R. Hildebrandt, Hildebrandt Provision Co., Cleveland, O.  
 C. A. P. Zahl, Hildebrandt Provision Co., Cleveland, O.  
 George Zehler, Jr., Geo. Zehler Provision Co., Cincinnati, O.  
 Charles A. Buehler, John Hoffmann Packing Co., Cincinnati, O.  
 Charles H. Sterne, Sterne & Son Co., Chicago, Ill.  
 D. V. Champney, Cincinnati Butchers Supply Co., Cincinnati, O.  
 Arthur R. Michel, Cincinnati Butchers Supply Co., Cincinnati, O.  
 Charles G. Schmidt, Cincinnati Butchers Supply Co., Cincinnati, O.  
 H. C. Zaun, broker, New York City.  
 Herman Schmidt, Cincinnati Butchers Supply Co., Cincinnati, O.  
 John J. Dupps, Sr., Cincinnati Butchers Supply Co., Cincinnati, O.  
 George Grieshaber, Cincinnati Butchers Supply Co., Cincinnati, O.  
 R. W. Penley, E. W. Penley, Auburn, Maine.  
 Arthur W. Mayo, J. R. Poole Co., Boston, Mass.  
 William G. Joyce, J. R. Poole Co., Boston, Mass.  
 Gustav Schmidt, Cincinnati Butchers Supply Co., Cincinnati, O.  
 A. J. Hunt, A. J. Hunt & Co., Boston, Mass.  
 Fred L. Sylvester, E. W. Penley, Auburn, Maine.  
 George B. Harris, George B. Harris & Co., Syracuse, N. Y.  
 S. B. Dietrich, Cincinnati Abattoir Co., Cincinnati, O.  
 H. F. Snell, Swift & Co., Chicago, Ill.  
 C. O. Wood, Triumph Ice Machine Co., Cincinnati, O.  
 A. V. Bollinger, Triumph Ice Machine Co., Cincinnati, O.  
 W. K. Evans, commercial agent, Grand Trunk Railway, Cincinnati, O.  
 E. H. Brodhay, Wolf, Sayer & Heller, Chicago, Ill.  
 C. A. Claus, Louisville Drying Machine Co., Louisville, Ky.  
 William Von Bargen, Armour & Co., New York City.  
 R. G. Craig, O'Neill & Payne, Philadelphia, Pa.  
 John Theurer, The Theurer Norton Provision Co., Cleveland, O.  
 Michael Ryan, Cincinnati Abattoir Co., Cincinnati, O.  
 E. S. Grant, Cincinnati, O.  
 Charles Hutwelker, Figge & Hutwelker Co., New York.  
 Robert B. Harbison, West Carrollton Paper Co., Dayton, O.  
 Gordon H. Freind, West Carrollton Paper Co., Dayton, O.  
 Charles Christman, West Carrollton Paper Co., Dayton, O.  
 Joseph F. Bohnert, P. R. Mitchell Co., Cincinnati, O.  
 Louis B. Bigelow, Morton Salt Co., Chicago, Ill.  
 John A. Schafer, National Ammonia Co., St. Louis, Mo.  
 W. B. Cassell, Baltimore, Md.  
 A. V. Maescher, Maescher & Co., Cincinnati, O.  
 W. S. Tippet, Starrett Tippet Co., East St. Louis, Ill.  
 William W. Birt, Adams & Birt, Chicago, Ill.  
 S. Langdon, Stedman Foundry & Machine Co., Aurora, Ind.  
 James Ronan, Western Packing & Provision Co., Chicago, Ill.  
 George W. Reynolds, Chicago, Ill.  
 E. F. O'Brien, Morris & Co., Chicago, Ill.  
 Charles A. Schwing, Cincinnati Butchers Supply Co., Cincinnati, O.  
 A. T. Pratt, Paterson Parchment Paper Co., Passaic, N. J.  
 George C. Mayer, Paterson Parchment Paper Co., Passaic, N. J.  
 A. F. Leonard, Paterson Parchment Paper Co., Passaic, N. J.  
 Hiram Cohn, U. S. San. Eff. Sep. Apparatus, New York, N. Y.  
 W. J. Mullaley, American Can Co., Chicago, Ill.  
 Grant Boyd, New Zanesville, Provision Co., Zanesville, O.  
 Richard W. Howes, Swift & Co., Chicago, Ill.  
 Michael P. Kelly, Chicago, Ill.  
 Tom Dundeldale, National Provisioner, Chicago, Ill.  
 Harry Marx, Oppenheimer Casing Co., Chicago, Ill.  
 H. L. Gates, Heekin Can Co., Cincinnati, O.  
 Albert Schenk, F. Schenk Sons Co., Wheeling, W. Va.  
 E. G. Fitzgerald, Morris & Co., Chicago, Ill.  
 E. S. Waterbury, Morris & Co., Chicago, Ill.  
 J. P. Brunt, Midwest Box Co., Chicago, Ill.  
 B. F. Powdermacher, R. T. Randall Co., Philadelphia, Pa.  
 R. C. Theurer, Theurer-Norton Provision Co., Cleveland, O.  
 W. B. Smith, Theurer-Norton Provision Co., Cleveland, O.  
 W. J. Lees, Cleveland, O.  
 F. E. Herman, Cleveland, O.  
 C. E. Field, Field & Co., Owensboro, Ky.  
 Fred Guckenberger, Peter & Guckenberger, Cincinnati, O.  
 Joseph L. Roth, John C. Roth Packing Co., Cincinnati, O.  
 Oliver Wynne, broker, Norfolk, Va.  
 R. Seving, Times Star, Cincinnati, O.  
 F. J. King, Swift & Co., Chicago, Ill.  
 C. A. Kroberger, C. S. Schmidt Co., Cincinnati, O.  
 L. A. Engel, Insurance, St. Louis, Mo.  
 R. T. Randall, Jr., R. T. Randall & Co., Philadelphia, Pa.  
 J. W. Jamison, Jr., Jamison Cold Storage Door Co., Hagerstown, Md.  
 H. G. Davy, P. J. Gray Co., Boston, Mass.  
 O. J. Danzeisen, Danzeisen Packing Co., Decatur, Ill.  
 Richard T. Keefe, Henderson & Co., Arkansas City, Kan.  
 Herman Luer, Luer Packing & Ice Co., Alton, Ill.  
 August Luer, Luer Packing & Ice Co., Alton, Ill.  
 D. W. Sullivan, Sullivan Packing Co., Detroit, Mich.  
 John W. Stewart, Sullivan Packing Co., Detroit, Mich.  
 Thomas E. Tower, Sullivan Packing Co., Detroit, Mich.  
 Frank J. Bing, Heil Packing Co., St. Louis, Mo.  
 Fred Scholl, Krey Packing Co., St. Louis, Mo.  
 Edward C. Pankoro, Newton Beef Co., Detroit, Mich.  
 William Hertling, Carondalet Packing Co., St. Louis, Mo.  
 W. H. Gehrmann, Kohrs Packing Co., Davenport, Ia.  
 C. M. Aldrich, Morton Gregson Co., Nebraska City, Neb.  
 William D. Dunham, Morris Bros. & Dunham, National Stock Yards, Ill.  
 George L. Heil, Heil Packing Co., St. Louis, Mo.  
 A. L. Millett, Swift & Co., Chicago, Ill.  
 F. R. Burrows, G. H. Hammond Co., Chicago, Ill.  
 A. A. Millett, Swift & Co., Chicago, Ill.  
 A. J. Wiedmer, Morton Salt Co., Cincinnati, O.  
 Ray P. Robson, Heekin Can Co., Cincinnati, O.



Charles J. Heckle, John C. Roth Packing Co., Cincinnati, O.  
 Frank Myers, John C. Roth Packing Co., Cincinnati, O.  
 Asa A. Davidson, Davidson Commission Co., Chicago, Ill.  
 Richard H. Wyman, Official reporter of convention, Chicago, Ill.  
 C. F. Umrath, Fulton Packing Co., Chicago, Ill.  
 R. M. Umrath, Fulton Packing Co., Chicago, Ill.  
 W. H. White, Jr., White Provision Co., Atlanta, Ga.  
 Harry A. Craig, Parker, Webb & Co., Detroit, Mich.  
 C. E. DeMoss, Yellowstone Packing Co., Billings, Mont.  
 David G. Madden, East Tenn. Packing Co., Knoxville, Tenn.  
 Al Bischoff, St. Louis Independent Packing Co., St. Louis, Mo.  
 J. Fred Schmidt, J. Fred Schmidt Packing Co., Columbus, O.  
 Jules S. Grant, broker, Cleveland, O.  
 N. O. Newcomb, Lake Erie Provision Co., Cleveland, O.  
 J. B. McCrea, The Ohio Provision Co., Cleveland, O.  
 Robert E. Vissman, C. F. Vissman & Co., Louisville, Tenn.  
 C. W. Wenke, St. Louis Butchers Supply Co., St. Louis, Mo.  
 Charles A. Gloekler, Bernard Gloekler Co., Pittsburgh, Pa.  
 A. W. Huber, G. H. Hammond Co., Chicago, Ill.  
 E. L. Slayton, Edwin C. Price Co., Chicago, Ill.  
 Gustav Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo.  
 Arthur Ohlhausen, J. S. Hoffman Co., Chicago, Ill.  
 J. A. Hawkinson, Wilson & Co., Chicago, Ill.  
 Henry Volkerding, C. Schmidt Co., Cincinnati, O.  
 H. C. Ahrens, C. Schmidt Co., Cincinnati, O.  
 Howard W. McCall, J. H. Allison & Co., Chattanooga, Tenn.  
 George E. Boorman, Butchers Advocate, New York, N. Y.  
 H. L. Harris, Pacific Coast Borax Co., New York, N. Y.  
 Gottfried Stohrer, Independent Butchers Supply Co., Chicago, Ill.  
 C. E. Gerrung, Morris & Co., Chicago, Ill.  
 T. D. Watkins, Watkins & Co., East St. Louis, Ill.  
 John W. Paton, Morris & Co., East St. Louis, Ill.  
 Glenn McKnight, Morris & Co., Chicago, Ill.  
 P. H. Lindstrom, Morris & Co., Chicago, Ill.  
 F. C. McDowall, Morris & Co., Chicago, Ill.  
 Frank F. Eckert, Eckert Meat Co., Henderson, Ky.  
 W. J. Kelly, National Molasses Co., St. Louis, Mo.  
 Charles G. Stohrer, Independent Butchers Supply Co., Chicago, Ill.  
 E. T. Cash, E. T. Cash & Co., National Stock Yards, Ill.  
 George F. Blauvelt, Morris & Co., Cincinnati, O.  
 A. H. Mackenzie, Chicago Mill & Lumber Co., Chicago, Ill.  
 F. A. Kreutzer, Continental Can Co., Inc., Chicago, Ill.  
 Walter G. Vosler, Joslin-Schmidt Co., Cincinnati, O.  
 C. J. Summer, Tomkins-Summer Co., Chicago, Ill.  
 W. A. Lynde, Wilson & Co., Chicago, Ill.  
 M. Pfailzer, Wilson & Co., Chicago, Ill.  
 W. E. Hoyme, Wilson & Co., Chicago, Ill.  
 V. M. Alexander, Wilson & Co., Chicago, Ill.  
 E. J. Taylor, Libby, McNeill & Libby, Chicago, Ill.

F. G. McClure, Hartford City Paper Co., Chicago, Ill.  
 P. F. Vogelsang, J. B. Ford Co., Wyandotte, Mich.  
 A. A. Morse, Johnson-Morse Can Co., Wheeling, W. Va.  
 R. VanWinkle, Hartford City Paper Co., Hartford City, Ind.  
 Jos. A. Geiser, C. Schmidt Co., Cincinnati, O.  
 Ed Ahrens, C. Schmidt Co., Cincinnati, O.  
 M. T. McClelland, John Morrell & Co., Ottumwa, Ia.  
 Barney L. Kohn, Guggenheim Bros., Chicago, Ill.  
 Arthur M. Adler, A. M. Adler & Co., Chicago, Ill.  
 Silas D. Dean, Stedman Foundry & Machine Works, Aurora, Ind.  
 C. W. Lauer, L. Dyer & Co., Pittsburgh, Pa.  
 Chester A. Peebles, Stedman Foundry & Machine Works, Aurora, Ind.  
 George Marples, the Cudahy Packing Co., Chicago, Ill.  
 R. H. Loach, Armour & Co., Chicago, Ill.  
 A. W. Reef, Cudahy Packing Co., Chicago, Ill.  
 E. A. Cudahy, Jr., Cudahy Packing Co., Chicago, Ill.  
 Harry Hunton, Cudahy Packing Co., Chicago, Ill.  
 Henry Vette, Vette & Zunker, Chicago, Ill.  
 Francis D. Ellis, Pennsylvania Beef Co., Philadelphia, Pa.  
 D. E. Hostetter, Cudahy Packing Co., Chicago, Ill.  
 M. R. Murphy, Cudahy Packing Co., Omaha, Neb.  
 V. D. Skipworth, Wilson & Co., Chicago, Ill.  
 A. E. Stacey, Jr., Carrier Eng. Corp., Chicago, Ill.  
 Otto Ahrens, Frick Co., Waynesboro, Pa.  
 Isaac Powers, Home Packing & Ice Co., Terre Haute, Ind.  
 Fred Begg, Jacksonville Packing Co., Jacksonville, Ill.  
 Fred G. Duffield, Jacob E. Decker & Sons, Mason City, Tenn.  
 Lyman J. Craig, Parker Webb Co., Detroit, Mich.  
 Max Matthes, Wilmington Prov. Co., Wilmington, Del.  
 H. A. Rheinstrom, the Rheinstrom Bros. Co., Cincinnati, O.  
 Geo. Knapp, F. D. Lawrence Elec. Co., Cincinnati, O.  
 W. B. Allbright, the Allbright-Nell Co., Chicago, Ill.  
 O. S. Lewis, the Haroster Com. Co., Toledo, O.  
 A. C. Maish, V. J. Janson, Cincinnati, O.  
 W. C. Fischer, John C. Roth Packing Co., Indianapolis, Ind.  
 John Stolle, Anton Stolle Sons, Richmond, Ind.  
 Anton Stolle, Sr., Anton Stolle Sons, Richmond, Ind.  
 Joseph F. Stolle, Anton Stolle Sons, Richmond, Ind.  
 Ray Clements, Anton Stolle Sons, Richmond, Ind.  
 William Stolle, Anton Stolle Sons, Richmond, Ind.  
 Charles Sucher, Charles Sucher Packing Co., Dayton, O.  
 Frank I. Trupal, American Can Co., Cincinnati, O.  
 W. S. Maueub, American Can Co., Cincinnati, O.  
 N. R. Meyer, H. H. Meyer Packing Co., Cincinnati, O.  
 R. A. Meyer, H. H. Meyer Packing Co., Cincinnati, O.  
 Frank L. Garrison, Fostoria Prov. Co., Fostoria, O.  
 Allen R. Joslin, Joslin Schmidt Co., Cincinnati, O.  
 Lawrence H. Armour, Armour & Co., Chicago, Ill.  
 Charles V. Eades, Standard Asphalt & Rubber Co., Chicago, Ill.  
 George H. Lambert, National Box Co., Chicago, Ill.  
 John J. Felin, John J. Felin & Co., Philadelphia, Pa.

William E. Felin, John J. Felin & Co., Philadelphia, Pa.  
 Charles F. Stow, Henry Bower Chemical Mfg. Co., Philadelphia, Pa.  
 C. A. Schell, C. A. Schell Prov. Co., Akron, Ohio.  
 Fred K. Heyle, Joseph Nehe, East Side Packing Co., E. St. Louis.

#### GOVERNMENT FIGHTS ABORTION IN CATTLE.

The Bureau of Animal Industry, United States Department of Agriculture, inaugurated its campaign to lessen contagious abortion in beef and dairy cattle with a special exhibit at the National Dairy Show which opened in Springfield, Mass., on October 12.

This animal disease, which it is estimated is costing cattle owners \$20,000,000 a year in dead calves and lowered milk production, the government veterinarians say, is second in importance only to tuberculosis in cattle, and rapidly is coming to the front as the most costly and serious disease which the dairy industry in the United States has to combat. Reports from many sections indicate that the disease is spreading rapidly to all parts of the country. Congress at its last session recognized the seriousness of the disease by appropriating \$50,000 to be used by the Department in studying the scourge and developing methods for its control.

Abortion in cattle, which prevents the bearing of live calves and frequently causes cows to become sterile and remain dry, is caused by the *Bacillus abortus*. This bacillus is carried from animal to animal and from herd to herd by infected bulls and cows and may be spread in herds by infected feed and water, or the discharges of aborting animals. The disease is controllable by isolation and antiseptic treatment of infected animals and by disinfection and sanitation of barns and cattle lots. The Department veterinarians, however, place the greatest emphasis on preventive measures. Proper disinfection of bulls and cows will prevent its spread, and persistent antiseptic treatment of aborting cows will overcome sterility and enable the cows to produce healthy calves. The government specialists, however, know of no internal drugs that will effect quick and positive cures and state that serum treatment as yet is in an experimental stage. The exhibit at Springfield, therefore, will be devoted entirely to illustrating the simple and inexpensive preventive and control measures which the government pathologists have found effective.

The Department's booth will contain a number of charts and photographs dealing with the disease and warning cattle owners of its danger, and in addition will contain a complete exhibit of the inexpensive disinfectants and simple apparatus needed by the farmer to protect his herd or to combat the disease if it has gained a foothold. The exhibit will be in charge of government pathologists who will explain to cattle owners how to apply these methods.

The Department also has in preparation a Farmers' Bulletin and circulars conveying exact information designed to encourage dairymen and cattle raisers to apply these remedies and join with the Department of Agriculture and their State colleges and experiment stations in a campaign for the control and eradication of this threatening infection.

# PRACTICAL POINTS FOR THE TRADE

**[EDITOR'S NOTE.]**—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

## HANDLING PIGS' FEET.

A subscriber in the West writes as follows:

Editor The National Provisioner:

What is the yield from pigs' feet when put in the tank? Could they be handled this way to better advantage than pickling them? What is the best method in the latter case?

Pigs' feet will yield, when tanked under about 40 pounds steam pressure, from 14 to 16 per cent white grease or prime seam lard, and about 12 per cent dry tankage. The lean meat should be trimmed out of the feet prior to tanking, of course. Cleaned, and with the toes pulled or cut off, pigs' feet may be tanked with prime steam lard material; but as they contain considerable glutinous matter, too large a quantity per tank is not advisable.

Front feet are usually cleaned and pickled and thus sold in tierces, or cooked and put up in vinegar in smaller packages; they are split, of course. About an 80-degree pickle is satisfactory, with an addition of about six ounces of saltpetre per 100 pounds of feet for curing, which takes possibly 8 to 10 days. This pickle is enough for cooking, at any rate.

In cooking, the temperature of the water should never reach boiling point, 212 degrees F., but rather keep it as near 200 degrees F. as possible until the feet are cooked; but do not overcook. After the feet are cooked they should be well washed, trimmed and thoroughly chilled before packing in vinegar, which is usually about 45 degrees strength.

Too low a temperature for storage of pigs'

feet thus packed is not advisable, as the feet will not take up vinegar sufficient for their positive preservation. About 45 degrees F. is all right; not over 50 degrees, however.

The total cost varies in handling pigs' feet, including packages, after deducting credits, such as grease obtained from cooking, and some bones and trimmings. But it will amount to from 2 to 2½ cents per pound, net weight.

## MAKING CAT-GUT STRINGS.

A reader in the West asks this question:

Editor The National Provisioner:

Can you furnish us with the formula for the treatment of sheep and lamb guts for the finishing and making of cat-gut strings for racquet strings and musical strings?

The sheep casings are thoroughly cleaned as for sausage; that is, fatted and slined until nothing remains but the white, tough membrane, or the intestine proper. This is then split into even strands by means of a razor blade fixed upright on the splitting table. These strands are then spun together and stretched on drying frames.

The strings vary as to strands. An American E violin string requires six strands, while the European needs but four; this may be owing to the quality of the sheep guts. The strands are spun together by means of a spinning wheel while yet damp and pliable.

While on the drying rack the strings are polished, a block with several grooves covered with very fine emery paper being used for the purpose. The polishing must be carefully done, as there is a tendency to weaken the strings in the process. As soon as the strings are dry and polished they are taken from the frame, coiled separately and wrapped in oiled paper ready for shipment.

Essentially the process is the same in the manufacture of any kind of string, whether the fine gut string used by surgeons, the musical string, or the heavy string sometimes used as belt lacing. The finer the

strings, however, the more carefully must they be handled in the process of manufacture.

## EDIBLE TALLOW.

A reader in the Southwest writes:

Editor The National Provisioner:

Of what fats is edible tallow made and how should the raw material be handled and cooked?

The raw material required for edible tallow will make oleo stock, and unless the total fats from slaughtering is so small as to not warrant grading, it should be rendered into oleo stock. Edible tallow is made also from cutting room fats and bones, which material must be fresh and clean, and the receptacles absolutely sweet.

Material for edible tallow is usually rendered under pressure, though it may be rendered in open receptacles. If cooked in vats the temperature should never exceed 190 degrees F.; if in tanks, about 40 pounds steam pressure is necessary, and usually about eight hours is required to totally separate the oil.

## STRENGTH OF PUMPING PICKLE.

The following inquiry comes from a Western subscriber:

Editor The National Provisioner:

We are using a pumping pickle which seems to me not only too strong, but positively injurious. This is made as follows: Plain pickle, strength 100 degrees; sugar, 8 ounces per gallon; saltpetre, 14 ounces per gallon; added to 100 degree pickle.

If your figures are correct as to saltpetre, 14 ounces per gallon, you are certainly using "some" pickle!

The following "pumping" pickle formula is possibly as good as any used: Ten gallons of 100 degree plain pickle; two pounds of saltpetre or its equivalent of nitrate of soda; two pounds of granulated sugar. Dissolve sugar to a syrup before adding, then thoroughly amalgamate the whole. Pump at the rate of two ounces per stroke. This has been used on Wiltshire sides successfully.

One reason why  
over half of our business is on repeat orders

"Swenson Evaporator Co.,  
Chicago, Illinois.

Gentlemen:

Replying to your inquiry of the 17th, the evaporator you mention  
is still in operation and should operate for fully ten years more.

Yours truly," etc.

As this machine was sold on April 17, 1897, this would mean a life of  
at least thirty years.

**SWENSON EVAPORATOR CO.**

945 Monadnock Bldg., Chicago.

# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association

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## THE PACKERS' CONVENTION

What an inspiration to a business man his trade association may be was again exemplified at the annual convention of the American Meat Packers' Association this week. It is not alone in the technical papers and their discussion, although these cover every phase of the business in a comprehensive and indeed exhaustive study of the new and the better ways of producing, transporting and distributing meat and meat products, but in the contact with the men who are doing these new or more efficient things, the mingling with packers who have different views, unusual conditions, novel experiences to contend with, to overcome and to surmount on the road to success, that the greatest good is to be found. The mere fact of bringing together under one roof, animated by a common purpose, a single idea, the good of the meat industry, is a great achievement in itself, and if the association did nothing

else during the year but work out a single meeting of the kind just concluded it would be worth the hearty support of the entire packinghouse trade.

For the convention is the clearinghouse of the industry. To it are brought all the new plans, ideas, theories, garnered in the year's work, after sifting and winnowing so time will not be wasted on chaff, and there they are weighed and tested in the light of a thousand varying experiences and conditions, so that what emerges is worth the clear thought and consideration of every man in the business.

There was much of greatest value in the papers and reports read at this convention, but what is most pleasing to note is the increasing attendance of the younger men in the business from the smaller centers, the "little fellows" who grow into the big ones so soon, who grasp every chance to extend their experiences and their knowledge, and who have such a good time while doing it. A single glance over the assembled members at Cincinnati made certain that here is an industry where the bars are down, where the isolated man and his plant, shut off from contact with his fellows in business, no longer exists, but where the spirit of helpfulness, of mutuality of interest, commonality of ideals pervade every breast. That is what the association has done for the packers of the country, that the lesson the industry has learned so well. This eleventh meeting was a big and successful affair and the proceedings found in full in another section of this journal well may be read and preserved for study, but the best part of the convention was the grand bunch of men who are its loyal members.

## COST ACCOUNTING

It is a humiliating report which the Federal Trade Commission has made on the result of its inquiries of thousands of business concerns on the cost of production of the goods made by them. The report shows that some big and successful concerns could tell the cost of some of their goods, that a few could figure the cost of many items, but that very few could give detailed comparative cost sheets for every single thing produced. Naturally enough, the commission wonders how the selling prices of these items, whose cost is unknown, is fixed. And another matter for conjecture is whether or not the price is always enough to cover costs. Certainly some very shrewd guessing must be done if in arriving at the selling price the basic figure of absolute cost, must be approximated, assumed at a certain figure without the exact figure being known.

That in this day a Federal Commission finds it necessary to advocate the adoption of a cost accounting system by producers and

distributors of goods, is a sad commentary on American business efficiency surely. But if the business men of the country have been lagging in this important matter as seems beyond doubt from conditions reported, then the action of the Trade Commission in formulating cost finding principles and arranging to have them laid before merchants and manufacturers, is a step in the right direction.

It is not a new idea to trade papers at least, that the selling price of goods often bears no relation to the cost of their production. Indeed, many of these for various industries have long told their readers of prices which were based on the selling campaigns of competitors and not on the merchant's own costs. And the same is true of producers and manufacturers as well as of distributors and retailers. This is excluding, of course, those advertising sales where prices are knowingly cut below cost, and refers only to the prices made in bare ignorance of what the cost is. These include such "cut rate" sales as rival corner butcher shops so often indulge in to the ruin of both concerns. Where personal ill feeling enters into the case and the matter of making a living becomes of less importance than to do a bigger business than the rival, there is small hope of looking for an itemized cost sheet behind the glaringly displayed price figures. As long as the merchant does not care what costs are but wants merely to put a competitor out of business, there is no use in hoping to teach him the value of cost accounting. But as a matter of fact, even in that ridiculous enterprise of downing a competitor by price cutting, he who engages in it with his eyes open to the actual cost of doing business 365 days in the year, goes into the fray better armed than he whose prices are made on the guess plan.

Cost accounting, far from meaning for most business concerns a vast amount of book-keeping, statement making, and endless figuring, usually tends to decrease accounting expense. It results in the simplest form of accounting that will give the facts desired. It means increased efficiency in every branch of the business. Through it the manager is enabled to say not that the product which passed through several processes or several hands is too costly, but that one particular part of the work done cost too much in labor or materials. It not only shows the cost and reveals it is too high, but points out the exact spot where the cost could and should be cut. The uses of the cost system and their value are varied and of vast importance. Conducting even a small retail business without one in efficient working order, is like starting on a voyage with neither compass nor maps and depending upon the best recollection of one of the voyagers as to the general direction in which the port lies for guidance to the journey's end.

Perhaps the Trade Commission will wake all our merchants to their errors of omission —among them the retail meat dealers.



## TRADE GLEANINGS

A rendering plant will be built by Frederikson Brothers, Black River Falls, Wis.

It is reported that Wilson & Company will erect a branch house at San Antonio, Tex.

L. A. Hosen, of the Troy Packing Company, Troy, Mont., is erecting a slaughter house.

A company is to be organized in Tifton, Ga., for the purpose of establishing a \$200,000 packing plant.

The Athens soap factory at Athens, Tenn., owned by Wood Hyatt and George Clark, has been destroyed by fire.

Plans are being prepared by the Orangeburg Packing Company, Orangeburg, S. C., for the building of a plant to cost \$150,000.

The Cleveland Provision Company was granted a permit for a \$75,000 abattoir at 3378 West 65th street, Cleveland, Ohio.

Contract for the construction of a packing plant has been let by the Palace Meat Company, Great Falls, Mont. An ice making plant will also be built.

The Evergreen Packing Company, Rochester, N. Y., has been incorporated by R. H. Brady, H. E. Deyo and D. W. Schelter, with a capital stock of \$10,000.

The stockholders of the Farmers' Co-operative Packing Company, Wausau, Wis., are to vote on the question of increasing the capital stock from \$250,000 to \$350,000.

Contract to erect a tankhouse, three stories, 44 x 44 ft., brick and reinforced concrete construction to cost \$6,000, has been let by the Greenwald Packing Company, Baltimore, Md.

The E. S. Burnham Packing Company, to manufacture and deal in food of all descriptions, has been incorporated under the laws of the State of Delaware with a capital stock of \$1,000,000.

Plans for rebuilding the plant of Morris & Company, Omaha, Neb., which was recently destroyed by fire, are complete and the work of reconstruction will begin just as soon as the rubbish from the fire is cleaned away.

Contract has been let by Norton & Company to rebuild the recently burned fertilizer plant at Relee, Va. The building will be three stories, 40 x 100 ft., reinforced concrete construction with slag roof and will cost \$22,000.

The branch house being erected at 209-211 Fifth street, North, Minneapolis, Minn., by the Cudahy Packing Company is nearing completion. The building is 160 x 40 ft., and is finished throughout with white tile; beef cooler, 90 x 40 ft., of the most modern sanitary type, cork insulated, finished in white tile and direct expansion artificial refrigeration. This branch is equipped with all modern conveniences and will be ready for opening early in November.

### CHANGE IN WEIGHT MARKING RULE.

A new amendment by the Food and Drug Board to the regulations under the Food and Drug Act, by striking out the old and inserting a new paragraph (e) of Regulation 29 relating to marking the quantity of food in package form, is as follows:

(e) Statements of weight shall be in terms of avoirdupois pounds and ounces; statements of liquid measure shall be in terms of the United States gallon of 231 cubic inches and its customary subdivisions, i. e., in gallons, quarts, pints, or fluid ounces, and shall express the volume of the liquid at 68 deg. F. (20 deg. C.); and statements of dry measure shall be in terms of the United States standard bushel of 2,150.42 cubic inches and its customary subdivisions, i. e., in bushels, pecks, quarts, or pints, or, in the case of articles in barrels, in terms of the United States standard barrel and its lawful subdivisions, i. e., third, half, or three-quarters barrel, as fixed by the act of March 4, 1915 (38 Stat., 1186): Provided, That statements of quantity may be in terms of metric weight or measure. Statements of metric weight should be in terms of kilograms or grams. Statements of metric measures should be in terms of liters or centiliters. Other terms of

metric weight or measure may be used if it appears that a definite trade custom exists for marking articles with such other terms and the articles are marked in accordance with the custom.

### ARMOUR & CO. TO INCREASE CAPITAL.

According to an announcement of R. J. Dunham, president of Armour & Company, the directors of the company will consider at their next meeting a plan to increase the capital from \$20,000,000 to \$100,000,000. There is according to Mr. Dunham's statement a surplus of over \$90,000,000 on hand which accrued during the years from 1901 to 1912, when dividends were few and small, the net earnings all being turned back into the business for plant extension, etc. The result of this frugal policy is seen now in the balance sheet which shows stock shares of \$100 par value to be worth \$500. The new stock issue will give stockholders increased number of shares but will reduce their value to par, if the plan proposed is adopted. The proposed action would leave a good working surplus in the treasury of over \$10,000,000.

### PUBLISHERS' STATEMENT.

Statement of the ownership, management, etc., required by the Act of Congress of August 24, 1912, of THE NATIONAL PROVISIONER, published weekly at New York, N. Y., for October 1, 1916.

State of New York.

County of New York.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared George L. McCarthy, who, having been duly sworn according to law, deposes and says that he is the Business Manager of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager, are:

Name of Publisher.	Food Trade Pub. Co.
Editor.	Paul I. Aldrich,
Managing Editor.	Paul I. Aldrich,
Business Manager.	Geo. L. McCarthy,

116 Nassau St., New York, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock.) Food Trade Pub. Co., 116 Nassau St., New York, N. Y.; Estate of J. H. Senner, 116 Nassau St., New York, N. Y.; Julius A. May, 116 Nassau St., New York, N. Y.; Geo. L. McCarthy, 116 Nassau St., New York, N. Y.; Hubert Cillis, 116 Nassau St., New York, N. Y.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders at they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

(Signed) GEO. L. MCCARTHY,

Business Manager.

Sworn to and subscribed before me this 30th day of September, 1916.

(Seal) MARTHA B. PHILLIPS.  
(My commission expires March 30, 1917.)

## BONE CRUSHERS



## WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9.

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**P**ACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in ti erces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Irregular—Trading Active—Near Positions Strong—Distribution Large—Stocks Moderate.

In considering the high prices for meats and edible fats the question is very generally overlooked regarding the price of other food stuff. The position as regards the demand for food stuffs is remarkable. On top of an extraordinary foreign demand has come a rather disappointing domestic crop of food and fruits so that the explanation is readily available for the high price for provisions of all kinds. The government report gave an excellent illustration of this situation. The report, which was issued on Monday of this week, showed the following comparisons of outturn of the leading grain, vegetable and fruit crops this year and last year.

	October, 1916.	Final, 1915.
All wheat .....	607,557,000	1,011,505,000
Rye .....	41,884,000	49,190,000
Buckwheat .....	13,942,000	15,769,000
White Potatoes .....	300,563,000	359,103,000
Sweet Potatoes .....	67,794,000	74,295,000
Rice .....	33,160,000	28,947,000
Other Food Stuff—		
Pears .....	10,193,000	11,216,000
Peaches .....	36,911,000	63,460,000
Apples, bbls. ....	66,169,000	76,670,000
Beans, bushels ....	9,924,000	10,278,000

The decrease in the production as shown above is enormous while the domestic and foreign demand is keen. Labor is well employed throughout the entire country and is spending money freely for all kinds of food stuffs. This shortage of crops is further shown in the following comparison as regards the feed stuffs crop of the country:

	Oct., 1916.	Sept., 1916.	Final, 1915.
Corn, bu.....	2,717,932,000	2,709,532,000	3,054,535,000
Oats, bu.....	1,229,182,000	1,231,042,000	1,540,302,000
Barley, bu.....	153,336,000	184,441,000	237,009,000
Kafir, bu.....	78,135,000	74,700,000	114,500,000
Total .....	4,208,785,000	4,199,715,000	4,946,406,000
Hay, tons.....	86,155,000		85,225,000

While the crops are so decidedly short the price of food stuffs other than provisions have greatly advanced compared with last year. This is shown in the following comparison giving some of the leading articles which enter into the food supply other than meats and fats:

	Oct. 10, 1915.	May 10, 1915.	Oct. 10, 1916.
Wheat, bushel.....	\$1.02	\$1.15	\$1.58
Flour, barrel .....	5.50	6.25	8.60
Pork, pound .....	.14 1/4	.23 1/2	.28
Lard, pound .....	.09 1/4	.12 3/4	.15
Prunes, pound.....	.06 1/2	.07 1/4	.09 1/2
Raisins, pound ....	.07	.07 1/2	.09 1/2
Currants, pound ...	.09 3/4	.10 1/2	.19
Salmon, doz. cans. .	1.55	1.60	1.85
Sardines, doz. cans.	2.10	2.65	3.25
Tomatoes, doz. cans.	.85	.80	1.25
Corn, doz. cans.....	.65	.65	1.25
Peas, doz. cans.....	.65	.70	.85
Peaches, doz. cans.	1.25	1.25	1.65

The price of provisions are now up to about the high level. The market was influenced considerably Monday by this disorganizing effect of the action of the German submarine in sinking the vessels off Nantucket, but quickly recovered on Tuesday. A comparison of provision prices with a year ago follows:

		—Season—		Since	Oct. 1	Close
		High	Low	High	Low	Oct. 10
Pork,	Oct.....	\$28.30	\$24.70	\$28.30	\$26.25	\$27.75
Pork,	Jan.....	24.92	22.00	23.50	21.85	23.20
Lard,	Oct.....	15.05	12.52	15.05	14.25	14.80
Lard,	Jan.....	13.57	12.05	13.57	12.90	13.87
Ribs,	Oct.....	14.50	13.07	14.10	13.75	13.87
Ribs,	Jan.....	13.45	12.20	13.45	12.45	13.42

The stocks of hog products this year show that notwithstanding the large packing there

has been no accumulation and the monthly statement of stocks at the leading points in the West shows an important decrease compared with a year ago:

	Oct. 1, 1916.	Sept. 1, 1916.	Oct. 1, 1915.
Mess pork, bbls....	6,256	9,105	58,414
Other pork, bbls....	40,063	55,871	51,146
P. S. lard, lbs.....	42,861,749	57,427,427	89,599,300
Other lard, lbs.....	11,565,327	13,847,968	9,236,850
S. P. hams, lbs.....	43,318,607	57,211,534	35,305,682
S. P. S'd hams, lbs.	19,325,705	22,238,740	26,742,737
S. P. picnic, lbs....	11,943,833	19,204,988	9,230,808
S. P. bellies, lbs....	19,587,089	22,709,248	13,065,658
S. P. shoulders, lbs.	1,802,425	1,615,353	1,622,514
D. S. shoulders, lbs.	2,202,564	1,840,817	16,083,417
Short rib sides, lbs.	8,079,653	10,383,742	33,447,420
Ex. Sh. R. sides, lbs.	3,421,925	31,553,390	3,244,761
Sh. clear sides, lbs.	1,351,691	15,727,790	1,449,782
Ex Sh clear S. lbs.	4,172,087	5,601,025	10,079,657
D. S. bellies, lbs....	27,738,796	38,515,320	32,769,653
Short F. backs, lbs.	14,621,083	19,848,967	17,067,252
Other meats, lbs....	25,712,474	32,490,445	16,804,121
Total meats, lbs....	183,512,749	229,539,311	203,532,462

Packing of hogs for the week ending October 7 was 546,000 against 544,000 the previous week and 345,000 last year; February 26 to date indicated 16,886,000 against 14,968,000 last year.

**LARD.**—The market was very firm with further advance in all grades. The demand for cash stuff is not active but with the firmness of holders values easily advanced. City is quoted at \$15 1/4 @ 15 1/4; Western, \$15.30 @ 15.40; Middle West, \$15.30 @ 15.40; refined Continent, \$16.30; South American, \$16.65; Brazil, kegs, \$17.65; compound, \$12 1/2 @ 13 1/2.

**PORK.**—The position of the market is unchanged. Values are very firm and held at the extreme advance. Mess, \$30.50 @ 31; clear, \$27 @ 29, and family, \$30 @ 34.

**BEEF.**—Prices are very firm on all grades. Demand is persistent with values held at extreme figures. Supplies are light and are sold rapidly. Mess, \$21 @ 21.50; packet, \$21.50 @ 22; family, \$24 @ 25; extra India, \$35 @ 36.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to October 11, 1916:

**BACON.**—Barbados, 2,000 lbs.; Bermuda, 1,897 lbs.; Brazil, 5,200 lbs.; British West Indies, 640 lbs.; Colombia, 103 lbs.; Cuba, 105,378 lbs.; Dutch West Indies, 164 lbs.; England, 1,857,043 lbs.; France, 452,083 lbs.; French Guiana, 703 lbs.; French West Indies, 200 lbs.; Jamaica, 786 lbs.; Mexico, 280 lbs.; Newfoundland, 2,563 lbs.; Panama, 607 lbs.; San Domingo, 47 lbs.; Spain, 15,241 lbs.; Trinidad, Island of, 5,400 lbs.

**HAMS AND SHOULDERS.**—Argentina, 600 lbs.; Barbados, 464 lbs.; Bermuda, 5,430 lbs.; British Guiana, 1,302 lbs.; British West Indies, 2,645 lbs.; Chile, 136 lbs.; Colombia, 812 lbs.; Costa Rica, 329 lbs.; Cuba, 53,180 lbs.; Danish West Indies, 1,520 lbs.; Dutch West Indies, 924 lbs.; England, 391,355 lbs.; France, 31,570 lbs.; French Guiana, 11,659 lbs.; French West Indies, 4,398 lbs.; Guatemala, 100 lbs.; Honduras, 1,302 lbs.; Jamaica, 2,024 lbs.; Mexico, 3,902 lbs.; Newfoundland, 39,516 lbs.; Panama, 7,855 lbs.; San Domingo, 10,024 lbs.; Spain, 2,542 lbs.; Trinidad, Island of, 445 lbs.; Venezuela, 7,488 lbs.

**LARD.**—Argentina, 1,320 lbs.; Belgium, 136,178 lbs.; Brazil, 800 lbs.; British Guiana, 400 lbs.; British West Africa, 2,300 lbs.; British West Indies, 4,397 lbs.; Colombia, 12,100 lbs.; Cuba, 67,741 lbs.; Danish West Indies, 2,329 lbs.; Dutch West Indies, 2,451 lbs.; England, 741,195 lbs.; France, 784,717 lbs.; French Guiana, 6,250 lbs.; French West Indies, 5,923 lbs.; Mexico, 575 lbs.; Netherlands, 519,110 lbs.; Newfoundland, 1,800 lbs.; Panama, 6,750 lbs.; San Domingo, 92,056 lbs.; Scotland, 28,000 lbs.; Venezuela, 4,310 lbs.

**LARD COMPOUNDS.**—Barbados, 1,363 lbs.; Bermuda, 372 lbs.; British Guiana, 127

lbs.; British West Africa, 8,480 lbs.; British West Indies, 8,949 lbs.; Cuba, 112,516 lbs.; Danish West Indies, 1,641 lbs.; Dutch West Indies, 4,875 lbs.; England, 106,847 lbs.; Jamaica, 9,418 lbs.; Mexico, 14,258 lbs.; Newfoundland, 1,440 lbs.; San Domingo, 142 lbs.; Scotland, 311,590 lbs.

**LARD OIL.**—British West Indies, 10 gals.; Colombia, 50 gals.; Danish West Indies, 259 gals.; Italy, 22,584 gals.; Mexico, 300 gals.; Panama, 400 gals.

**FRESH PORK.**—Bermuda, 36 lbs.; England, 84,672 lbs.

**PICKLED PORK.**—Barbados, 33,220 lbs.; Bermuda, 400 lbs.; British Guiana, 200 lbs.; British West Indies, 15,220 lbs.; Cuba, 44,914 lbs.; Danish West Indies, 2,610 lbs.; Dutch West Indies, 700 lbs.; England, 121,970 lbs.; France, 20,000 lbs.; French Guiana, 48,300 lbs.; French West Indies, 6,958 lbs.; Haiti, 4,600 lbs.; Jamaica, 1,800 lbs.; Newfoundland, 80,400 lbs.; Panama, 5,000 lbs.; San Domingo, 4,700 lbs.; Trinidad, Island of, 66 lbs.

**CANNED PORK.**—Argentina, 120 lbs.; British West Indies, 12 lbs.; Dutch West Indies, 54 lbs.; Ecuador, 117 lbs.; England, 5,400 lbs.; France, 2,400 lbs.; Scotland, 1,620 lbs.; Venezuela, 390 lbs.

**SAUSAGE.**—British South Africa, 5,500 lbs.; British West Indies, 660 lbs.; Colombia, 645 lbs.; Cuba, 11,559 lbs.; Danish West Indies, 205 lbs.; Dutch West Indies, 781 lbs.; England, 4,480 lbs.; France, 103,825 lbs.; French Guiana, 350 lbs.; French West Indies, 866 lbs.; Jamaica, 85 lbs.; Newfoundland, 2,636 lbs.; Panama, 2,500 lbs.; Peru, 74 lbs.; San Domingo, 16,046 lbs.; Trinidad, Island of, 66 lbs.; Venezuela, 806 lbs.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to October 11, 1916:

**CATTLE.**—Mexico, 6 hd.

**BEEF, PICKLED AND OTHER CURED.**—Barbados, 3,000 lbs.; Bermuda, 400 lbs.; Brazil, 250 lbs.; British Guiana, 100 lbs.; British West Africa, 10,800 lbs.; British West Indies, 7,560 lbs.; Colombia, 600 lbs.; Cuba, 200 lbs.; Danish West Indies, 400 lbs.; Dutch West Indies, 2,448 lbs.; England, 276,886 lbs.; French Guiana, 48,900 lbs.; French West Indies, 9,166 lbs.; Italy, 223,258 lbs.; Jamaica, 11,150 lbs.; Newfoundland, 62,200 lbs.; Norway, 40,000 lbs.; Panama, 2,000 lbs.; San Domingo, 300 lbs.; Scotland, 144,800 lbs.; Trinidad, Island of, 5,000 lbs.; Venezuela, 300 lbs.

**FRESH MEATS.**—Cuba, 6,716 lbs.; Dutch West Indies, 45 lbs.; England, 551,404 lbs.; Panama, 6,091 lbs.

**OLEOMARGARINE.**—Bermuda, 720 lbs.; British Guiana, 500 lbs.; British West Indies, 1,925 lbs.; Cuba, 2,545 lbs.; Danish West Indies, 3,330 lbs.; Dutch West Indies, 1,506 lbs.; France, 389,713 lbs.; French West Indies, 1,700 lbs.; Jamaica, 625 lbs.; Panama, 17,270 lbs.; San Domingo, 7,688 lbs.

**OLEO OIL.**—British West Indies, 250 lbs.; Cuba, 7,705 lbs.; England, 686,807 lbs.; Italy, 76,560 lbs.; Netherlands, 85,549 lbs.; Newfoundland, 100,868 lbs.; Sweden, 109,580 lbs.

**OLEO STOCK.**—France, 37,939 lbs.; Norway, 5,613 lbs.

**STEARINE.**—Colombia, 2,020 lbs.; Ecuador, 716 lbs.; France, 52,051 lbs.

**OLEINE.**—Sweden, 33,360 lbs.; Venezuela, 33,300 lbs.

**OTHER ANIMAL OILS.**—England, 1,259 gals.; Panama, 150 gals.

**TALLOW.**—British Guiana, 823 lbs.; British West Indies, 45 lbs.; Colombia, 12,327 lbs.; Costa Rica, 360 lbs.; France, 32,832 lbs.; Italy, 563,924 lbs.; Russian Europe, 39,789

lbs.; San Domingo, 48,005 lbs.; Venezuela, 200 lbs.

**TALLOW OIL.**—Chile, 492 gals.; Costa Rica, 40 gals.; Jamaica, 47 gals.; Peru, 60 gals.

**CANNED MEATS (VALUE).**—Argentina, \$502; Australia, \$658; Barbados, \$52; Bermuda, \$814; British Guiana, \$23; British India, \$102; British South Africa, \$428; British West Africa, \$36; British West Indies, \$201; China, \$364; Colombia, \$182; Cuba, \$44; Danish West Indies, \$15; Dutch West Indies, \$188; Ecuador, \$25; England, \$185,583; France, \$79,412; French Guiana, \$60; French West Indies, \$23; Italy, \$1,200; Jamaica, \$17; Newfoundland, \$3,471; Nicaragua, \$13; Panama, \$245; San Domingo, \$263; Scotland, \$1,807; Uruguay, \$55; Venezuela, \$124.

**OTHER MEAT PRODUCTS (VALUE).**—Argentina, \$70; Australia, \$23; Barbados, \$1,083; Bermuda, \$79; British Guiana, \$50; British South Africa, \$1,139; British West Africa, \$1,049; British West Indies, \$356; Colombia, \$62; Cuba, \$717; Danish West Indies, \$37; Dutch West Indies, \$632; England, \$8,771; France, \$2,924; French Guiana, \$6,593; French West Indies, \$6,376; Jamaica, \$1,048; Mexico, \$160; Netherlands, \$4,714; Newfoundland, \$544; Panama, \$911; San Domingo, \$171; Trinidad, Island of, \$14; Venezuela, \$350.

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported to The National Provisioner up to October 11, 1916:

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, October 15, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil Cake. Bbls.	Cottonseed Oil. Bbls.	Butter. Pkgs.	Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
New York, Liverpool.....		3355	2045				650	499
Saxonia, Liverpool.....		4360	831					500
Queen Margaret, Liverpool.....	651	2984	220					
Larne, Liverpool.....			6093					17525
Mongolia, Liverpool.....		1374						
Finland, Liverpool.....		3417	1004				386	3450
Baltic, Liverpool.....		200	50					50
Andania, London.....		6114	1166					1700
Canova, Manchester.....		1090						
Noorderdyk, Rotterdam.....	26117	2425						
Amsteldyk, Rotterdam.....	800	2575						
Brunswyk, Rotterdam.....	22137							
Noordwyk, Rotterdam.....	20650							
Alioth, Rotterdam.....	20622							
Nordic, Gothenberg.....	19082							
Ada, Gothenberg.....					35		324	
Lysekloster, Christiania.....			300					
Rochambeau, Bordeaux.....			550					2070
J. Jover Serra, Marseilles.....							250	1000
Snowdonian, Marseilles.....			929	304			270	850
Snowdonian, Gibraltar.....			100					
Total.....	110959	5000	23803	13288	339		324	1556 27644

**BUTTER.**—Barbados, 1,265 lbs.; Bermuda, 1,150 lbs.; British West Indies, 3,594 lbs.; Colombia, 510 lbs.; Cuba, 5,000 lbs.; Danish West Indies, 1,423 lbs.; Dutch West Indies, 1,087 lbs.; England, 341,985 lbs.; French Guiana, 5,400 lbs.; French West Indies, 240 lbs.; Haiti, 700 lbs.; Jamaica, 1,619 lbs.; Mexico, 2,993 lbs.; Newfoundland, 15,042 lbs.; Panama, 8,041 lbs.; San Domingo, 5,278 lbs.; Trinidad, Island of, 1,050 lbs.; Venezuela, 3,942 lbs.

**EGGS.**—Bermuda, 120 dz.; England, 46,500 dz.; Panama, 13,050 dz.; Venezuela, 300 dz.

**CHEESE.**—Argentina, 410 lbs.; Barbados, 35 lbs.; Bermuda, 210 lbs.; Bolivia, 750 lbs.; Brazil, 509 lbs.; British Guiana, 324 lbs.; British West Indies, 1,577 lbs.; Chile, 48 lbs.; Colombia, 1,019 lbs.; Cuba, 5,183 lbs.; Danish West Indies, 2,053 lbs.; England, 31,188 lbs.; French Guiana, 2,020 lbs.; French West Indies, 1,174 lbs.; Haiti, 175 lbs.; Jamaica, 1,613 lbs.; Mexico, 2,245 lbs.; Panama, 7,760 lbs.; Salvador 45 lbs.; San Domingo, 4,856 lbs.; Trinidad, Island of, 176 lbs.; Venezuela, 419 lbs.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Oct. 12, 1916.—Quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 3½¢@4¢ per lb.; 60 per cent. caustic soda, 3½¢ per lb.; 98 per cent. powdered caustic soda, 4½¢@4¾¢ per lb.; 48 per cent. bicarbonate of soda, 3¢ per lb.; talc, 1½¢@1¾¢ per lb.;

58 per cent. soda ash, 3@3½¢ per lb.; chloride of lime in bbls., 5@5½¢ per lb.; chloride of lime in casks, 4½¢@5¢ per lb.; silic, 2,000 lbs., \$15@20 per ton.

Prime palm oil, 9¾¢ per lb.; clarified palm oil in bbls., 12¢ per lb.; genuine Lagos palm oil in casks, 10¢ per lb.; palm kernel oil, 13@14¢ per lb.; yellow olive oil \$1.05@1.10 per gal.; green olive oil, 98¢ per gal.; Ceylon coconut oil, 13@13½¢ per lb.; Cochin coconut oil, 15½¢@16¢ per lb.; green olive oil foots, 9¾¢@10¢ per lb.; cotton oil, 93¢ per gal.; soya bean oil, 9@9½¢ per lb.; corn oil, 10½¢@11¢ per lb.; peanut oil, soapmakers, 5 per cent. acidity, 80¢@85¢ per gal.

Prime city tallow, 9¼¢@9½¢ per lb.; brown grease, 8@8½¢ per lb.; yellow packers' grease, 9¼¢@9½¢ per lb.; dynamite glycerine, 45@46¢ per lb.; saponified glycerine, 35@36¢ per lb.; crude soap lye glycerine, 31@32¢ per lb.; chemically pure glycerine, 45¢ per lb.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Oct. 7, 1916, with comparisons:

To—	Week ending Oct. 7, 1916.	Week ending Oct. 8, 1915.	From Nov. 1, '15, to Oct. 7, 1916.
United Kingdom.....	324	345	12,909
Continent.....	324	342	4,912
So. & Cen. Am.....	427	433	21,121
West Indies.....	500	731	47,410
Br. No. Am. Col.....	415	2	16,469
Other countries.....	25	8	976
Total.....	1,691	2,061	103,797

	MEATS, LBS.	
United Kingdom.....	11,184,200	10,509,675
Continent.....	3,202,724	11,120,068
So. & Cen. Am.....	26,593	77,919
West Indies.....	130,372	211,368
Br. No. Am. Col.....	52,650	831,251
Other countries.....	17,685	11,055
Total.....	14,614,224	21,930,103

	LARD, LBS.	
United Kingdom.....	2,140,555	5,689,630
Continent.....	3,840,919	1,521,182
So. & Cen. Am.....	850,621	475,797
West Indies.....	270,244	257,822
Br. No. Am. Col.....	174,338	778,997
Other countries.....	17,300	2,013,638
Total.....	7,293,977	7,944,431

	RECAPITULATION OF THE WEEK'S EXPORTS.	
From—	Pork, lbs.	Meats, lbs.
New York.....	1,526	8,243,224
Boston.....	15	1,554,000
Philadelphia.....	150	277,000
New Orleans.....		890,000
Montreal.....		4,540,000

Total week.....	1,691	14,614,224	7,293,977
Previous week.....	2,937	19,548,993	8,214,628
Two weeks ago.....	936	13,934,340	5,598,490
Cor. week, 1915.....	2,061	21,930,103	7,944,431

	COMPARATIVE SUMMARY OF EXPORTS.	
From Nov. 1, '15, Same time to Oct. 7, '16, last year.		Increase.
Pork, lbs.....	20,759,400	18,769,000
Meats, lbs.....	785,332,076	739,762,739
Lard, lbs.....	479,142,074	459,003,840

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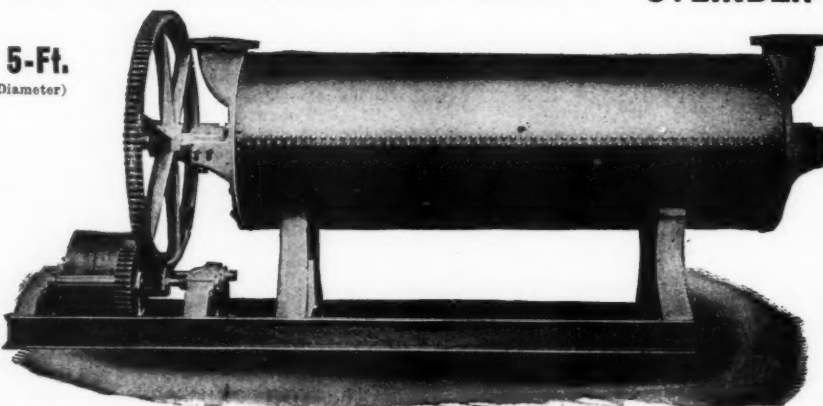
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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has been less active but a steady tone prevails in spite of some predictions that prices would be shaded as soon as the buying movement ended. According to local authorities there are still various foreign inquiries in the market and while the export buying, particularly for government account, has dwindled to small proportions, the presence of inquiries commands respect.

Local soap makers are still disposed to await somewhat lower prices. The feeling seems to be rather more optimistic in the West. It is generally understood that the industrial prosperity through the country is helping the soap trade as other trades and this prosperity has carried prices of various commodities and products to high levels.

On this account there is seemingly less dissatisfaction expressed over the high price of tallow than would be the case otherwise. It is also felt that peace rumors are still unfounded so that the chances favor continued buying of glycerine. The market for glycerine has ruled strong at close to the high prices of the season.

Prime city tallow is quoted at 9½c., and city specials at 10¼c., loose.

**OLEOSTEARINE.**—The market rules firm. Small lots have sold at higher than 14c. but the best bids for round lots are slightly under this basis.

**OLEO OIL.**—The market was again very firm. Prices were further advanced with light trade. Extras are quoted at 15½@15¾c., and medium at 14¾@15c.

**PEANUT OIL.**—The market was firm with values higher, following the rise in other grains. Prices are quoted at 85@90c.

**PALM OIL.**—The market was firm and unchanged. Demand is fair but trading is not active owing to the small stocks at hand. Prime red spot, 10@10½c.; Lagos, spot, 10½c.; to arrive, —; palm kernel, 14c.

**CORN OIL.**—The market showed further advance. Demand is good and with the serious shortage in the linseed crop of the Argentine prices are easily influenced. Prices at 10½@10¾c.

SEE PAGE 149 FOR LATER MARKETS.

**SOYA BEAN OIL.**—The market was again higher. The general strength of the oil market and the further advices confirming serious damage to the Argentine linseed crop all had effect on the market already very sensitive. Spot is quoted at 9½@10c.

**NEATSFOOT OIL.**—The market was quiet

but firm. For 20 cold test, 103@105; 30 do., 97@100; water white, 98.

**COCOANUT OIL.**—Prices were very firm with the market held higher on the general advances in competing oils. Ceylon, 13½@14c.; Cochín, 16@17c.

**GREASES.**—The market was very firm with the demand maintained. Values are held at full figures and offerings are not heavy. Yellow, 8¼@9¼c., nom.; bone, 8¼@9¼c., nom.; house, 8¼@9¼c.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York reported during the past week totaled nothing, compared to 3,828 quarters last week and nothing two weeks ago. Mutton imports totaled nothing, compared to 7,094 lamb carcasses last week. Arrivals included 1,224 casks of tallow, 500 cases of corned beef, 10 casks of beef, 520 barrels of beef, 95 casks of tripe, 21 cases of tripe, 718 casks of casings, 47 cases of casings and 105 packages of casings, all from South America.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 13, 1916, show that exports from that country were as follows: To England, 63,145 quarters; to the Continent, 41,298 quarters; to the United States, none. The previous week's exports were as follows: To England, 150,212 quarters; to the Continent, 31,510 quarters; to the United States, none.

### IMPORTS OF FRESH BEEF.

For the week ending October 7, 1916, the Government reports imports of fresh beef at the port of New York amounting to 18,871 pounds, the average value, according to estimates from the manifests, being 13 cents per pound. The previous week's imports totaled 93,876 pounds and averaged 12 cents per pound.

### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver- pool.	Glas- gow.	Rotter- dam.	Copen- hagen.
Beef, tierces	\$1.50	\$1.75	250c.	250c.
Pork, barrels	1.50	1.75	250c.	250c.
Bacon	1.50	1.75	250c.	250c.
Canned meats	1.50	1.75	250c.	250c.
Lard, tierces	1.50	1.75	250c.	250c.
Tallow	1.40	1.60	250c.	250c.
Cottonseed oil	.70	.75	175c.	160c.
Oil cake	1.75	1.50	300c.	300c.

No rates to Hamburg.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, October 12.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 16¼c.; 10@12 lbs. ave., 16¼c.; 12@14 lbs. ave., 16¼c.; 14@16 lbs. ave., 16¼c.; 18@20 lbs. ave., 16c. Sweet pickled, 8@10 lbs. ave., 16½@16¾c.; 10@12 lbs. ave., 16½@16¾c.; 12@14 lbs. ave., 16½@16¾c.; 14@16 lbs. ave., 16¾@17c.; 18@20 lbs. ave., 16¾@17c.

Skinned Hams.—Green, 14@16 lbs. ave., 17¼c.; 16@18 lbs. ave., 17¼c.; 18@20 lbs. ave., 17¼c.; 22@24 lbs. ave., 17c. Sweet pickled, 14@16 lbs. ave., 16¾c.; 16@18 lbs. ave., 17c.; 18@20 lbs. ave., 17¼c.; 22@24 lbs. ave., 17c.

Picnic Hams.—Green, 5@6 lbs. ave., 11¾c.; 6@8 lbs. ave., 11½c.; 8@10 lbs. ave., 11¼c.; 10@12 lbs. ave., 11¼c. Sweet pickled, 5@6 lbs. ave., 11¼c.; 6@8 lbs. ave., 11c.; 8@10 lbs. ave., 10¾c.; 10@12 lbs. ave., 10¾c.

Clear Bellies.—Green, 6@8 lbs. ave., 16¾c.; 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16¼c.; 12@14 lbs. ave., 16c.; 14@16 lbs. ave., 15¾c.; Sweet pickled, 6@8 lbs. ave., 16½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15¾c.; 12@14 lbs. ave., 15½c.; 14@16 lbs. ave., 15½c.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 12.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 21@22c.; green hams, 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 18c.; 12@14 lbs. ave., 18c.; 18@20 lbs. ave., 17½c.; green clear bellies, 6@10 lbs. ave., 17c.; 10@12 lbs. ave., 17c.; 12@14 lbs. ave., 16½c.; green rib bellies, 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16c.; S. P. clear bellies, 6@8 lbs. ave., 15½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16c.; S. P. hams, 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 17c.; 18@20 lbs. ave., 19½c.; city steam lard, 15½@15¾c.; city dressed hogs, 14c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 17c.; 12@14 lbs. ave., 16c.; 14@16 lbs. ave., 15c.; skinned shoulders, 14c.; boneless butts, 18c.; Boston butts, 16½c.; neck ribs, 3@4½c.; spareribs, 10½c.; lean trimmings, 15½c.; regular trimmings, 11½c.; kidneys, 6c.; tails, 6@7c.; livers, 3c.; snouts, 4@4½c.; pig tongues, 13½@14c.

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## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending October 11, 1916, and for the period since September 1, 1916, were:

	Week ending Oct. 11, 1916.	Since Sept. 1, 1916.
From New York—	Bbls.	Bbls.
Africa	120	499
Argentina	10	174
Australia	—	74
Bolivia	—	21
Brazil	152	428
British Guiana	9	100
Central America	16	194
Chile	—	537
Cuba	344	2,240
Dutch Guiana	—	56
French Guiana	—	43
Haiti	3	19
Italy	200	400
Mexico	9	16
Netherlands	2,082	14,749
Newfoundland	51	51
Norway	250	400
Panama	1	329
Peru	—	2
San Domingo	—	298
South America, other	25	1,495
Sweden	3,400	3,400
Uruguay	—	277
Venezuela	—	1
West Indies, other	373	958
Total	7,045	26,761
From New Orleans—		
Cuba	—	200
Mexico	200	215
Norway	—	1,150
Panama	—	210
Total	200	1,775
From other ports—		
Mexico	—	1
Total	—	1

	Week ending Oct. 11, 1916.	Since Sept. 1, 1916.	Same period, 1915.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	7,045	26,761	49,670
From New Orleans	200	1,775	12,952
From Baltimore	—	—	125
From Philadelphia	—	—	98
From Norfolk and Newport News	—	—	731
From San Francisco	—	—	47
From Mobile	—	—	685
From Michigan	—	—	293
From Buffalo	—	—	276
From St. Lawrence	—	—	8
From other ports	—	1	—
Total	7,245	28,537	64,885

## PEANUT INDUSTRY OF SHANTUNG.

A condensed translation of a report prepared by the Japanese Military Administration at Tsingtau regarding the exportation of peanuts from Shantung Province, China, published in Commerce Reports stated that the sowing season for peanuts in Shantung is in May and June and the harvest season is in October and November, hence the busiest time in the peanut export trade is from October on.

It is estimated that the Province produces about 500,000,000 pounds of peanuts per annum, and that it exports about 266,000,000 pounds of shelled and unshelled nuts. In 1903 and 1904 the total exportation of peanuts through the port of Tsingtau was about 2,500,000 pounds, but by 1912 it exceeded

100,000,000. While this tremendous increase was partly due to the growth of Tsingtau as a port, it was also caused by the discovery of the possible utilization of peanut oil in manufacturing soap as a substitute for olive oil and for various culinary purposes, and of the nut itself, after baking, as a substitute for coffee and for mixing with chocolate and cocoa and as an ingredient in biscuit making. Hitherto some 60 per cent. of the total export has gone to Europe, mainly to Germany and France, and 40 per cent. to Shanghai and Hongkong.

The shipments of peanuts from Tsingtau dwindled so during the first eight months of 1915 that only about 3,000,000 pounds were exported, of which 234,000 pounds went to South China and the remainder to Japan. All of these shipments were made by Chinese dealers, except 226,000 pounds, shipped by a Japanese firm. This decrease was caused partly by a diversion of the trade to other ports, due to local complications.

## Methods of Packing and Grading.

While certain localities are recognized as producing a better grade of nut than others, quality is said to be determined by reference to the shape, the shell, and the size of the kernel. In the better quality the thin interior peel is pinkish; in the inferior it is yellowish.

Peanuts are generally packed in gunny bags. One bag contains 80 pounds of unshelled nuts or 160 pounds of shelled nuts. As shelled nuts are heavier than unshelled thicker bags are used for packing them, and generally the bags in which shelled nuts are packed are marked with a blue stripe. Freight is charged by weight in the case of shelled nuts and volume in unshelled. In packing, peanuts are classified into "native quality" and "selected quality"; the former consists of 60 per cent. of first and 40 per cent. of second quality nuts, and the latter wholly of the better grade nuts. Peanuts are often shelled by hand in the interior during the winter months, labor under these circumstances costing about 6 cents a day.

Peanut oil is considered a staple product of the Province of Shantung and is said to be exported through Tsingtau to the extent of about 40,000,000 pounds annually. It is ground in the interior and brought to the port in waterproofed baskets containing 160 pounds each. Its value locally is 4½ to 6 cents gold per pound. It is shipped mainly to Shanghai, Canton and Hongkong, where a portion of it is repacked in kerosene tins and sent abroad. This trade locally is almost entirely in the hands of Chinese. Peanut cake (pressed refuse after making oil) is used mainly for feeding domestic animals and costs locally about 2 cents gold a pound.

## Declared Exports to United States.

In 1913 Tsingtau exported more peanuts than any other Chinese port, its share being 44 per cent. of the total. The same is true of peanut oil, its share being 43 per cent.

The shipments of peanuts from Tsingtau to the United States in 1913 amounted to 6,720 pounds, the declared value of which was \$214; in 1914 they totaled 907,224 pounds, valued at \$36,691. Of shelled peanuts the United States took from Tsingtau 384,800 pounds, valued at \$15,570, in 1913, and 683,993 pounds, valued at \$111,207, in 1914. There were no shipments of either shelled or unshelled nuts from this port to the United States in 1915.

## SOUTHERN MARKETS

## Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., October 13, 1916.—Crude cottonseed oil, 77@78c. bid. Mills not selling. Meal, \$35. Hulls, \$14 per ton. Seed, \$55 per ton. Very small business doing.

## Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., October 13, 1916.—Crude cottonseed oil steady at 78c. Trading very light. Meal, \$34, Atlanta, for seven per cent. Hulls firm at \$17, Atlanta, loose.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., October 13, 1916.—All cottonseed products are higher. Prime Crude oil, 79c. Prime 7½ per cent. meal, \$34. Prime hulls, \$12.50@13, loose; sacked, \$15@15.50.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., October 12, 1916.—Prime crude cottonseed oil 75½c. bid. 77c. asked. Prime meal scarce at \$34 for 8 per cent and \$33 for 7½ per cent. and \$32 for 7 per cent. loose cake, 7 per cent., \$28, all short tons, New Orleans. Hulls, higher at \$13, loose, and \$15 sacked, New Orleans.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, October 12, 1916.—Cottonseed oil market is nominally, 76@78c. for prime crude oil, according to delivery. Summer yellow, 82c. Prime loose cake, \$34.75 f. o. b. Galveston.

## REDUCED SHIPMENTS OF COTTONSEED OIL TO ITALY.

Official statistics published by the Italian Government and published in Commerce Reports, show no imports of cottonseed. There is a fabrication tax amounting to \$27.02 per metric ton (2,204.6 pounds) upon the production of cottonseed oil in Italy. There is also an import duty on cottonseed of \$9.65 per metric ton. The result is that it is not found profitable to have the cottonseed crushed in Italy, although cottonseed oil pays a customs duty of \$46.32 per metric ton and has to pay as well the fabrication tax of \$27.02 imposed upon domestic production.

Sesame seed and peanuts are largely used as substitutes for cottonseed, and there is no fabrication tax when they are crushed in Italy. The customs duty upon sesame seed and peanuts is \$11.58 per metric ton. They are imported chiefly from Bombay and other ports of India, prices averaging from \$97 to \$107 per metric ton. Freight rates from India are \$41 to \$44 per ton, and upward.

Cottonseed oil, of which by far the greater part comes from the United States, has manifested a heavy decline in imports into Italy during the past three years. Imports of sesame and peanuts, on the contrary, have steadily advanced, the gain in 1915 over 1914 being in excess of 40 per cent. In the manufacture of olive oil, however, sesame and peanuts are said to be unsuitable as a substitute for cottonseed oil.

## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**New High Prices Again—Crude Oil Very Strong—Consuming Demand Reported Improved at High Prices—Speculative Selling Readily Absorbed—Lard Market Firm—Cotton Picking and Ginning Active.**

Crude oil at southern points easily passed through the 10c. basis during the week. Not alone were new high levels established for all the cotton oil markets as far as the season is concerned but the prices represented new records for the period of the season in the history of the trade. While it may be claimed that speculative aggressiveness had much to do with the mounting values, the fact remains that many of the speculative holders have liquidated and they found willing buyers.

There was an apparent expansion in the consuming demand. Refiners were among the best buyers of contracts at times. Instead of expecting buying of contracts from these sources, many in the trade anticipated hedge sales against stocking up of crude oil. It was intimated, however, that unexpected business had developed with compound lard makers and interests using cotton oil for butter and other edible purposes. There were also rumors of foreign buying which were apparently inspired by the knowledge that the

Russian government has been a heavy buyer of tallow recently.

The cotton oil market has shown its ability to rise without the aid of much export business. The belief prevails that there will be some increase in the volume of foreign buying but due to substitution of oils for cotton oil, it is not likely that the full season's exports will reach 500,000 barrels unless there is a change for the better in the matter of prices very soon. Freight rates are still high and insurance costs have risen due to the renewed operations of submarines. Incidentally the first advices of raids upon shipping as reported nearly a week ago were not instrumental in a break in the cotton oil list although other commodity markets such as wheat and cotton together with the securities market were shocked by the reports.

Whether this stability in cotton oil was indicative of fundamental strength in the cotton oil market or merely incidental cannot be intelligently discussed. Still there are authorities in the trade who believe that cotton oil values would have declined materially if refiners and others did not involuntarily give support to the contract list at New York. In more than one quarter the assumption was

that on the day of the submarine attacks there happened to develop the better consumptive demand for cotton oil.

Reverting to the export situation, the possibility of shipments of less than 500,000 barrels would have more influence on the trade were it not for the maintenance of lard values which is insuring a good compound lard trade and an important outlet for cotton oil. There are some advices, principally from Italian quarters that where sesame oil and peanut oils are being used for cotton oil the results are not entirely satisfactory. This unsatisfactory substitution will not bring about much larger exports of cotton oil, yet it would suggest that substitution for cotton oil cannot be done in a short space of time.

Nothing has come to hand to prove that the government in the recent crop estimate was too low in its figure of 11,637,000 bales. The prospects of an oil crush only slightly more than last year's of 3,000,000 barrels are of course among the prime reasons for the ignoring of the small cotton oil exports and also of the slow distribution of cotton oil in soap making channels. There has been very favorable weather for the completion of cotton picking and the high prices for cotton and

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seed continue. Some larger seed offerings on a basis of \$45 to slightly over \$50 have been claimed and the impression is that there will be a freer movement of seed, before the advent of the wintry weather, which will work against the seed quality and the shipment.

Closing prices, Saturday, October 7, 1916.—Spot, \$11.30@12; October, \$11.40@11.43; November, \$11.01@11.04; December, \$10.90@10.92; January, \$10.91@10.92; February, \$10.93@10.95; March, \$11@11.02; April, \$11.02@11.12; May, \$11.08@11.15. Futures closed 7 to 30 higher. Sales were: October, 100, \$11.40; November, 2,200, \$11.01@10.95; December, 7,700, \$10.91@10.83; January, 10,400, \$10.95@10.88; February, 100, \$10.96@10.94; March, 5,400, \$11.01@10.97; April, 100, \$11.02; May, 300, \$11.10@11.08. Total sales, 26,300 bbls. Prime crude, S. E. new, \$9.73@10; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, October 9, 1916.—Spot, \$11.30; October, \$11.25@11.35; November, \$10.99@11.02; December, \$10.93@10.94; January, \$10.93@10.94; February, \$10.94@10.95; March, \$10.98@10.99; April, \$10.99@11.07; May, \$11.10@11.11. Futures closed 15 lower to 3 higher. Sales were: November, 3,800, \$11.00@10.90; December, 19,900, \$10.95@10.77; January, 19,800, \$10.93@10.76; February, 700, \$10.94@10.84; March, 25,100, \$11.02@10.86; May, 1,200, \$11.17@10.99. Total sales, 70,500 bbls.

Closing prices, Tuesday, October 10, 1916.—Spot, \$11.50; October, \$11.65@11.90; November, \$11.37@11.40; December, \$11.28@11.30; January, \$11.26@11.29; February, \$11.27@11.30; March, \$11.40@11.41; April, \$11.40@11.50; May, \$11.50@11.53. Futures closed 33 to 42 higher. Sales were: Spot, 300, \$11.75; October, 300, \$11.50; November, 2,800, \$11.50@11.21; December, 13,300, \$11.43@11.12; January, 15,300, \$11.39@11.07; February, 500, \$11.41@11.10; March, 16,000, \$11.49@11.10; April, 300, \$11.30; May, 2,000, \$11.51@11.25. Total sales, 50,800 bbls. Prime crude, S. E. new, \$10 sales; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, October 11, 1916.—Spot, \$11.60; October, \$11.80@12.10; November, \$11.55@11.58; December, \$11.52@11.55; January, \$11.49@11.51; February, \$11.50@11.55; March, \$11.54@11.57; April, \$11.55@11.64; May, \$11.64@11.66. Futures closed 14 to 23 higher. Sales were: October, 1,800, \$12.05@11.75; November, 3,200, \$11.74@11.52; December, 10,600, \$11.70@11.41; January, 15,800, \$11.68@11.37; February, 2,200, \$11.60@11.54; March, 21,500, \$11.66@11.40; May, 3,500, \$11.75@11.56. Total sales, 58,600 bbls. Prime crude, S. E. new, \$10.33@10.67.

#### SEE PAGE 149 FOR LATER MARKETS.

#### FOREIGN COMMERCIAL EXCHANGE.

New York, October 12.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days.....	4.71½
Cable transfers.....	4.76½
Demand sterling.....	4.75½
Commercial bills, sight.....	4.75½
Commercial, 60 days.....	4.70½
Commercial, 90 days.....	4.68½
Paris—	
Commercial, 90 days.....	No quotations.
Commercial, 60 days.....	No quotations.
Commercial, sight.....	5.85½
Bankers' cables.....	5.83½@5.83½
Bankers' checks.....	5.84½@5.84½
Berlin—	
Commercial, sight.....	No quotations.
Bankers' sight.....	70½
Bankers' cables.....	70½@70½
Antwerp—	
Commercial, 60 days.....	No quotations.
Bankers' sight.....	No quotations.
Bankers' cables.....	No quotations.
Amsterdam—	
Commercial, sight.....	40½
Commercial, 60 days.....	40½
Bankers' sight.....	40½
Copenhagen—	
Checks.....	27.30

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## POSSIBILITIES OF PEANUT OIL PRODUCTION

### What May Be Done in the United States in This Field

By H. C. Thompson, U. S. Bureau of Plant Industry, and H. S. Bailey, U. S. Bureau of Chemistry.

(Continued from last week.)

EDITOR'S NOTE.—This bulletin will be of interest to owners and managers of oil mills, dealers and business men, and to farmers who are growing or who contemplate growing peanuts.

#### Economic Consideration in Connection With the Manufacture of Peanut Oil.

Most of the peanut oil being manufactured in the United States at the present time is sold in competition with and at the same price as crude cottonseed oil. Because of the present high price of cottonseed oil it is possible to make peanut oil and sell it at the price of the former. If, however, the price of cottonseed oil returns to the level of the past five years, and the cost of producing peanut oil remains at the current level, peanut oil could not compete with it at the lower price.

A bushel of good farmers' stock Spanish peanuts will yield about 1½ to 1¾ gallons of oil, and this would have to sell for 60 cents a gallon to make a profit when 70 cents a bushel is paid for peanuts. Farmers will not grow peanuts for market unless they feel reasonably sure that they will receive at least 70 cents per bushel, and at this price oil mills would have to put a high-grade oil on the market to make a profit under conditions when the competing product, cottonseed oil, sells at a lower level than at present.

In other words, oil mills could not afford to pay 70 cents per bushel for peanuts to make an oil which would sell for 40 to 45 cents a gallon, which price, in recent years, under more normal market condition, is considered high for cottonseed oil.

Before going into the production of peanuts for oil purposes, farmers should take into consideration the abnormal conditions prevailing at the present time (1916). Owners of oil mills are offering a price for pean-

nuts that would justify farmers in growing them in 1916. If, however, cottonseed is plentiful and cheap next year the owners of oil mills very likely will not be willing to pay as much for peanuts as they are offering now.

The peanut-growing industry should not be started in any section unless it is to be continued for a number of years, for growers will not be justified in buying the necessary machinery for handling the crop if the industry is to be dropped after one or two years.

#### Yield of Peanuts, Cost of Production.

While the average yield of Spanish peanuts is only about 35 bushels to the acre, any fairly successful farmer will produce 40 to 60 bushels. Yields of 75 to 100 bushels to the acre are not uncommon, and there are records of even higher yields.

The cost of growing an acre of peanuts varies considerably, depending upon the quantity of fertilizer used and the yield secured. The average cost is about \$20 to \$25 for a yield of 40 bushels per acre. The cost of production up to harvest time is practically the same for a low yield as for a high yield, but the cost of harvesting, thrashing and handling is greater for a high yield.

On a 54-acre tract in northern Louisiana the average cost per acre was as follows:

Interest on investment.....	\$8.00
Plowing and fitting land, seed and planting.....	5.35
Cultivation.....	2.35
Harvesting and stacking.....	2.50
Cutting and hauling poles.....	1.37
Thrashing and hauling.....	4.80
Bags and twine.....	1.05
Total.....	\$25.42

## The Procter & Gamble Co.

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### COTTONSEED OIL

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
Marigold Cooking Oil  
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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

The yield of this field was 60 bushels of nuts and 1 ton of hay per acre. The nuts sold for \$1 a bushel and the hay for \$12 a ton, making a gross return of \$72 an acre. Deducting the cost of production, which included the foreman's time, the grower received a net return of \$46.58 per acre. At 70 cents per bushel for the nuts the returns would have been as follows:

60 bushels of peanuts, at 70 cents....	\$42.00
1 ton of hay.....	12.00

Gross return.....	\$54.00
Less cost of production.....	25.42

Net return.....	\$28.58
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In most sections of the South, where the average yield of Spanish peanuts is about 35 bushels per acre, the estimated cost of production is as follows:

Interest on investment.....	\$5.00
Plowing and fitting land.....	2.75
Seed and planting.....	2.75
Cultivation .....	2.50
Harvesting and stacking.....	3.75
Thrashing .....	3.00
Bags and twine.....	.75
Hauling .....	.75

Total .....	\$21.25
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If the peanuts were sold for 70 cents a bushel and the hay at \$12 a ton, the returns would be as follows:

35 bushels of peanuts, at 70 cents.....	\$24.50
Two-thirds of a ton of hay, at \$12 per ton .....	8.00

Gross return.....	\$32.50
Less cost of production.....	21.25

Net return.....	\$11.25
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It should be borne in mind that the estimate of cost of production includes interest on investment and all labor charges as well as cost of materials. The estimated value of hay is quite low, as good peanut hay has practically the same feeding value as the best clover hay.

Experiments have shown that 1 ton of farmers' stock Spanish peanuts will yield about 600 pounds of dirt, hulls and trash, 600 pounds (80 gallons) of oil and 750 to 780 pounds of cake. The value of this oil will depend on its quality and upon the price of other oils. On the basis of 80 gal-

lons of oil per ton of farmers' stock Spanish peanuts, this oil would have to sell for an average price of 60 to 65 cents a gallon in order to justify paying 70 cents per bushel for peanuts. At 60 cents a gallon the oil in a ton of nuts would be worth \$48. The returns from a ton of farmers' stock Spanish peanuts used for oil purposes would be about as follows:

80 gallons of oil, at 60 cents.....	\$48.00
750 pounds of meal, at \$30 per ton....	11.25

Total .....	59.25
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At 70 cents per bushel a ton of Spanish peanuts would cost \$46.66. This would leave \$12.59 for the manufacturing and selling charges of the oil in 1 ton of farmers' stock Spanish peanuts.

Many of the mills now manufacturing peanut oil are securing only 60 to 65 gallons of oil from a ton of Spanish peanuts. The low yield of oil is to be accounted for by the low grade of nuts used, by not shelling the nuts before expressing the oil, and by the high percentage of oil left in the cake. With a yield of 65 gallons of oil, at the same price of 60 cents per gallon, the return per ton for oil and meal would be \$50.25. There would be a difference between the cost and sale price of \$3.59, which would not cover the cost of manufacture and distribution.

As a matter of fact, peanuts crushed without shelling return 1,300 to 1,350 pounds of meal, instead of 750 pounds as from the shelled nuts. It should be noted, moreover, that meal made from unshelled nuts is much lower in protein content than that from shelled nuts.

In conclusion, a word as to the proper labeling of peanut oil and cake may be of interest to those who will market these products. Good peanut oil is a wholesome,

palatable food, and no apologies should be made for its existence. It should be labeled and sold for just what it is and a demand created upon its own merits.

The virgin grades, sweet and unrefined, should not be dressed up in foreign-looking labels or called simply "salad oil." Call your product "American peanut oil," or, if you want to suggest a use for it, "peanut salad oil." The refined oil should be labeled "Refined peanut oil."

The American Feed Control officials have tentatively taken the stand that the terms "peanut-oil cake" and "peanut-oil meal" can properly be applied only to the products made from shelled nuts and that when the unshelled peanuts are pressed the cake should be labeled: "Unhulled peanut oil feed" and the ingredients designated as "peanut meal and hulls." It would be a great mistake for the manufacturers of this valuable feed to lay themselves liable to embarrassing court proceedings because of the fact that a product containing a certain portion of shells was not properly labeled.

**Summary.**

(1) Peanut oil is one of the most important of the world's food oils.

(2) The United States imported during the year ended June 30, 1914, 1,332,108 gallons of peanut oil, valued at \$915,939.

(3) In making high-grade edible oils in Europe the peanuts are cleaned, shelled, blanched and degermed before being pressed. The first pressing is made without heating the material. After the first pressing the cake is reground and heated for the second pressing. Three pressings are usually made, and in some mills a fourth.

(4) In Europe the best grades of peanut oil are used for edible purposes. The second-grade oil is used largely in the manufacture of margarines.

**HARDENED EDIBLE OILS****MADE FROM****VEGETABLE OILS OF ALL KINDS****Oils Hardened to Order****The American Oil Treating and Hardening Co.****CINCINNATI, OHIO, U. S. A.**

(5) Of the five varieties of peanuts grown in the United States, but one variety (the Spanish) should be grown for oil purposes.

(6) In order to make a very high grade edible oil the peanuts should be thoroughly cleaned, shelled, blanched and degermed before being pressed.

(7) When using a hydraulic press for expressing peanut oil the cleaned meats are ground and rolled in order to crush the oil cells. In the expeller type of machine the grinding is not necessary.

(8) To make a high-grade peanut oil in a cottonseed-oil mill it will be necessary to install additional machinery. The equipment used in peanut cleaning and shelling factories could be used to advantage.

(9) Experiments made in cottonseed-oil mills in this country show that the presses now in use can be used for making peanut oil.

(10) The first pressing should be made cold, in order to get a high-grade edible oil which will not need refining. The second pressing should be made after regrounding and heating the cake from the first pressing. It is doubtful whether more than two pressings should be made in this country.

(11) The oil from the first pressing should be a high-grade edible oil. The oil from the second pressing might be refined and used for cooking or for the manufacture of oleomargarine, or it might be used without refining for soap making.

(12) The analyses of a large number of miscellaneous samples of Virginia and Spanish peanuts show a difference in favor of the latter of about 9 per cent in oil content. However, the analyses of the five varieties grown under the same conditions show very little difference in the percentage of oil.

(13) Peanut meal, a valuable by-product of oil manufacture, is a highly nutritious stock feed.

(14) Under present conditions oil mills can not afford to pay more than 70 cents per bushel for peanuts to be used in making oil. Under normal conditions they could not afford to pay as much as this unless a higher grade oil is made than is being made at the present time.

(15) The average cost of production of peanuts is \$20 to \$25 for a yield of 35 bushels per acre. At 70 cents a bushel for the peanuts and \$12 a ton for the hay the gross returns would be \$32.50.

(16) At 70 cents a bushel for Spanish peanuts the oil must sell for 60 to 65 cents per gallon in order to make a profit, figured on the basis of 90 gallons of oil per ton of peanuts.

(17) Peanut oil and peanut meal should be correctly labeled and advertised for just what they are.

#### CHANGE GRADES OF COTTONSEED FEED

In co-operation with the Feed Control Service, the Texas Cotton Seed Crushers' Association, through Secretary Robert Gibson, has issued a statement regarding recent slight changes in the name of three grades of cottonseed feed. Secretary Gibson's letter to members is as follows:

"By a mutual agreement between Mr. Hayes McFarland, representing the Cattle Raisers' Association of Texas, and Mr. Charles Dubose, president of the Texas Cotton Seed Crushers'

Association, a slight change in the name of the three grades of cottonseed feed heretofore adopted, and as set forth in our letter of August 10, has been made. This change has been approved by Director B. Youngblood. The change is as follows:

"Instead of the use of the words, 'choice' and 'prime,' the words, 'first grade,' 'second grade' and 'third grade' shall be used in connection with the names of these products. The standards remain unchanged, and are as follows:

"First grade ground cottonseed feed is composed of the decorticated kernels of sound cottonseed. It must contain not less than 41.20 per cent. of protein, 5 per cent. of fat (not less than 46.20 per cent. of protein and fat combined), and not more than 14 per cent. of crude fiber.

"Second grade ground cottonseed feed is composed of the decorticated kernels of sound cottonseed. It must contain not less than 38.50 per cent. of protein, 5 per cent. of fat (not less than 43.50 per cent. of protein and fat combined), and not more than 18 per cent. of crude fiber.

"Third grade ground cottonseed feed is composed of the decorticated kernels of sound cottonseed. It must contain not less than 36 per cent. of protein, 5 per cent. of fat (not less than 41 per cent. of protein and fat combined), and not more than 22 per cent. of crude fiber.

"Cracked or cut cottonseed feed shall correspond to ground cottonseed feed in composition, and as to standards.

"The percentage of the cottonseed hulls contained in these products must be shown on the tag."

"Any mill already registered and having tags on hand printed for these products will be permitted to use the tags they have, but after this supply has been exhausted tags for these products will carry the names shown above.

"We will make all necessary changes on the registration forms for the mills that are now registered for these products."

The above is an amendment of the name of the three grades of cottonseed feed as given in my letter to you of August 29, and I trust you may be governed accordingly.

Very truly yours,

ROBERT GIBSON, Sec.

#### OLEOMARGARINE OUTPUT DECREASES.

Official governmental reports of the output of oleomargarine for the month of September, as shown by revenue stamp sales, indicate that the production for that month was 251,175 pounds colored and 10,082,998 pounds uncolored, or a total of 10,334,173 pounds. This was 2,470,522 pounds less than for the same month last year, and a decrease of 1,570,506 pounds from the preceding month. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year are as follows:

September, 1915	12,804,695
October	11,772,494
November	12,374,818
December	14,586,422
January, 1916	11,592,490
February	13,036,201
March	16,404,621
April	14,164,008
May	11,582,659
June	11,796,808
July	8,722,207
August	11,904,679
September	10,334,173

#### SWIFT & CO. DISTRIBUTE SOME SURPLUS.

Following the recent increase in wages at all Swift & Company plants by 2½ cents an hour, the directors of the company have voted to give to stockholders some of the results of thrift and careful management during the past twenty-two years. During all those years the fruits of economy and business acumen were allowed slowly to accumulate until provision was made to cover future necessities such as the pension system for employees for which the company pays alone without assessment on wage earners, and similar projects, and now comes the turn of the stockholders. A special cash dividend of \$33.33 is to be distributed among the 20,000 or more stockholders of record October 16, payable November 25.

The directors also voted to submit to the shareholders for ratification an increase in capital stock of \$25,000,000. The present shareholders will have the right to subscribe at par to the new stock on the basis of one share for each three now held.

The capital stock of Swift & Company is \$75,000,000, and should the proposed increase be ratified the amount will be \$100,000,000.

#### ASK FREIGHT REFUND ON LIVE HOGS.

Wilson & Company have entered complaint before the Interstate Commerce Commission at Chicago against the Chicago, Milwaukee & St. Paul, Chicago, St. Paul & Minneapolis, and Omaha, Chicago & Northwestern, Illinois Central and others, for refund and damages amounting to more than \$5,000. It is alleged that a rate of 30 cents per hundred charged on 543 carloads of live hogs shipped from Sioux Falls to Chicago, between May 1, 1914, and July 27, 1916, is unjust and unduly preferential. During the period mentioned the roads maintained a rate of 24½ cents per hundred on the products of live hogs, and that in charging the 30-cent rate for live hogs the complainant was subjected to unjust discrimination, and was damaged by the difference amounting in the aggregate to \$5,077.05, which additional shipments will materially increase.

#### CHINESE MEAT FOR PHILIPPINE ARMY.

For use by the American army in the Philippines the Quartermaster Corps has contracted with Wm. Katz, an American residing in China, for 6,000,000 pounds of fresh frozen beef and 150,000 pounds of fresh frozen mutton, all from local Chinese livestock. The contract was made last spring at the price of 9½ cents gold per pound, and the first shipment of 2,436 quarters of beef was made early in August from Tsingtau. Up to the present time all army meat for the Philippines has come from Australia. Tsingtau is well known as the leading meat exporting port of China, the German government having fostered a modern abattoir and freezing plant there during German occupation, and Russia having frequently purchased large meat supplies there for Siberian army requirements. Under the recent Japanese control the meat industry has been further extended. That government assisted Mr. Katz in every way in erecting his freezing plant. The plant was completed in 66 days and has a capacity of 750 tons per month. American machinery was installed throughout.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, October 13.—Market firm, Prime Western, \$15.25 nom.; Middle West, \$15.40@15.50; city steam, 15½c. nom.; refined Continent, \$16.30; South American, \$16.65; Brazil, kegs, \$17.65; compound, 12½@13½c.

### Marseilles Oils.

Marseilles, October 13.—Copra fabrique, 152 fr.; copra edible, — fr.; peanut fabrique, 139½ fr.; peanut edible, — fr.

### Liverpool Produce Market.

Liverpool, October 13.—(By Cable.)—Beef, extra India mess, 175s.; pork, prime mess, 147s. 6d.; shoulders, square, 80s.; New York, 74s.; picnic, 70s.; hams, long, 104s.; American cut, 105s.; bacon, Cumberland cut, 98s. 6d.; long clear, 99s.; short back, 91s. 6d.; bellies, clear, 97s. Lard, spot prime, 84s. 6d.; American refined, 28-lb. box, 86s.; November, 85s. 6d. Lard (Hamburg), nom. Tallow, prime city, 49s.; New York City special, 49s. 6d. Cheese, Canadian finest white, new, 111s. Tallow, Austrian (at London), 42s.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was active and very firm. New high levels were made and hogs were firmer. Realizing caused some reaction from the advance.

### Tallow.

The market is very firm with other oils at full prices. City specials loose is quoted at 10½c.

### Oleo Stearine.

The market continues very steady with light offerings. Oleo is quoted at 14@14½c.

### Cottonseed Oil.

The market was again excited and active. Prices advanced easily with new high levels. Lard was reported strong and much is selling at record prices.

Market closed 18 to 39 points higher. Sales, 48,600 bbls. Spot oil, \$12.15 bid. Crude, Southeast, \$10.67 sales. Closing quotations on futures: October, \$12.15@12.25; November, \$11.94@11.95; December, \$11.70@11.71; January, \$11.70@11.71; February, \$11.75@11.80; March, \$11.75@11.76; April, \$11.78@11.84; May, \$11.83@11.85.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, October 13.—Hogs slow and 10c. higher. Bulk of prices, \$9.70@10.15; light, \$9.35@10.25; mixed, \$9.40@10.35; heavy, \$9.35@10.25; rough heavy, \$9.35@9.55; Yorkers, \$9.90@10.05; pigs, \$7.25@9.30; cattle, steady; beefs, \$6.60@11.40; cows and heifers, \$3.50@9.30; Western, \$6.15@9.30. Calves, \$7.25@11.50. Sheep, steady; lambs, \$7.50@10.25; Western, \$7.25@8.20; native, \$6.50@7.70; yearling, \$7.50@8.85.

Omaha, October 13.—Hogs steady, at \$9.10@9.75.

Buffalo, October 13.—Hogs strong; on sale, 6,400, at \$10.25@10.50.

Kansas City, October 13.—Hogs slow, at \$9.25@10.10.

St. Joseph, October 13.—Hogs slow, at \$9.50@10.

Sioux City, October 13.—Hogs steady, at \$9.30@9.60.

Louisville, October 13.—Hogs steady, at \$9.30@9.85.

Indianapolis, October 13.—Hogs lower, at \$9.75@10.25.

St. Louis, October 13.—Hogs lower, at \$9.65@10.45.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 7, 1916, are reported as follows:

### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,062	29,900	31,256
Swift & Co.	8,433	21,000	36,148
Wilson & Co.	6,946	10,500	14,693
Morris & Co.	6,306	9,100	10,336
G. H. Hammond Co.	2,617	10,100	...
Libby, McNeill & Libby	3,976	...	...
Anglo-Amer. Provision Co.	1,541	4,900	...

Western Packing & Provision Co., 6,900 hogs; Independent Packing Co., 8,800 hogs; Boyd, Lunham & Co., 5,800 hogs; Roberts & Oake, 4,300 hogs; Brennan Packing Co., 6,400 hogs; Miller & Hart, 2,400 hogs; others, 10,700 hogs.

### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,029	13,066	4,100
Fowler Packing Co.	424	...	1,894
Wilson & Co.	4,251	10,416	3,328
Swift & Co.	7,295	12,356	8,764
Cudahy Packing Co.	5,276	8,726	6,701
Morris & Co.	4,358	8,788	4,002
Others	1,603	2,075	93

Blount, 618 cattle, 805 hogs and 559 sheep; Independent Packing Co., 306 cattle; John Morrell & Co., 392 cattle; Schwartz, Bolen & Co., 14 cattle and 1,030 hogs; Wolf Packing Co., 63 cattle.

### Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,750	4,027	3,845
Swift & Co.	5,557	6,428	21,581
Cudahy Packing Co.	5,524	8,059	12,478
Armour & Co.	5,277	6,296	10,953
Swartz & Co.	...	1,129	...
J. W. Murphy	...	2,210	...

Lincoln Packing Co., 154 cattle; South Omaha Packing Co., 47 cattle; Independent Packing Co., 189 hogs; Kohrs Packing Co., 242 hogs; John Morrell & Co., 10 cattle.

### St. Louis.\*

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,819	4,255	2,299
Swift & Co.	4,029	3,968	4,518
Armour & Co.	5,069	4,727	2,470
East Side Packing Co.	174	1,550	...
Independent Packing Co.	635	...	124
St. Louis Dressed Beef Co.	1,482	...	...
Krey Packing Co.	10	393	...
Hell Packing Co.	9	1,086	...
Sartorius Provision Co.	...	332	...
J. H. Belz Provision Co.	4	616	...
Carondelet Packing Co.	...	170	...

\*Incomplete.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending October 7, 1916:

### CATTLE.

Chicago	46,275
Kansas City	37,509
Omaha	19,986
East St. Louis	23,397
St. Joseph	5,931
Cudahy	546
Sioux City	4,358
So. St. Paul	6,657
New York and Jersey City	8,650
Philadelphia	2,838
Pittsburgh	752
Oklahoma City	5,828

### HOGS.

Chicago	129,788
Kansas City	57,454
Omaha	21,393
East St. Louis	39,056
St. Joseph	28,847
Cudahy	7,341
Sioux City	16,414
So. St. Paul	32,568
Ottumwa	8,474
Cedar Rapids	7,822
New York and Jersey City	25,540
Philadelphia	5,715
Pittsburgh	2,586
Oklahoma City	19,103

### SHEEP.

Chicago	98,431
Kansas City	29,014
Omaha	37,826
East St. Louis	10,854

St. Joseph	10,013
Cudahy	203
Sioux City	3,637
So. St. Paul	4,083
New York and Jersey City	36,483
Philadelphia	8,000
Pittsburgh	911
Oklahoma City	539

## RECEIPTS AT CENTERS

SATURDAY, OCTOBER 7, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	500	12,600	6,000
Kansas City	400	500	...
Omaha	500	2,000	...
St. Louis	700	2,500	700
St. Joseph	100	5,000	600
Sioux City	1,500	2,000	...
St. Paul	1,000	1,000	3,400
Oklahoma City	...	1,000	...
Fort Worth	500	...	...
Milwaukee	28	1,469	...
Denver	98	226	6,450
Louisville	300	2,500	100
Wichita	...	645	...
Cudahy	...	500	...
Indianapolis	200	5,000	100
Pittsburgh	...	2,000	1,000
Cincinnati	300	1,447	400
Buffalo	500	3,200	1,000
Cleveland	160	2,800	1,600
New York	200	1,502	1,297

MONDAY, OCTOBER 9, 1916.

Chicago	25,000	36,000	30,000
Kansas City	32,000	11,000	18,000
Omaha	15,000	2,000	37,000
St. Louis	13,000	7,000	1,500
St. Joseph	4,200	3,000	2,000
Sioux City	9,000	2,000	3,000
St. Paul	12,700	10,000	21,600
Oklahoma City	1,000	2,400	1,000
Fort Worth	5,000	4,000	...
Milwaukee	559	1,079	100
Denver	4,087	812	6,358
Louisville	5,600	5,000	300
Detroit	...	450	...
Cudahy	...	500	...
Wichita	...	241	...
Indianapolis	1,000	5,000	200
Pittsburgh	2,000	6,000	2,500
Cincinnati	4,100	5,000	900
Buffalo	5,500	17,600	8,000
Cleveland	1,500	6,000	700
New York	4,180	10,100	12,000
Toronto, Canada	3,995	379	1,376

TUESDAY, OCTOBER 10, 1916.

Chicago	10,000	20,000	28,000
Kansas City	20,000	14,000	19,000
Omaha	11,300	3,000	35,000
St. Louis	8,800	8,000	2,500
St. Joseph	4,000	5,000	4,300
Sioux City	2,500	2,000	2,000
St. Paul	4,000	6,000	7,200
Oklahoma City	2,000	2,500	600
Fort Worth	3,000	2,000	700
Milwaukee	500	3,778	600
Denver	589	128	3,100
Louisville	200	1,000	50
Detroit	...	1,200	...
Cudahy	...	4,500	...
Wichita	...	2,959	...
Indianapolis	1,100	7,000	...
Pittsburgh	...	1,500	500
Cincinnati	500	3,901	300
Buffalo	500	6,000	1,000
Cleveland	500	2,000	500
New York	835	1,748	4,084
Toronto, Canada	1,174	379	681

WEDNESDAY, OCTOBER 11, 1916.

Chicago	20,000	25,000	25,000
Kansas City	16,000	12,000	...
Omaha	...	3,000	...
St. Louis	9,000	9,900	...
St. Joseph	...	2,000	...
Sioux City	...	3,000	...
St. Paul	...	8,587	...
Milwaukee	...	2,000	...
Louisville	...	6,000	...
Detroit	...	1,000	...
Cudahy	...	1,060	...
Wichita	...	8,000	...
Indianapolis	...	4,312	200
Cincinnati	1,000	3,901	...
Buffalo	400	2,000	1,000
Cleveland	...	2,000	...
New York	2,073	5,900	3,260

THURSDAY, OCTOBER 12, 1916.

Chicago	7,500	20,000	17,000
Kansas City	6,000	8,000	10,000
Omaha	5,000	3,200	32,000
St. Louis	5,000	5,500	2,000
St. Joseph	2,200	4,000	3,000
Sioux City	3,000	2,000	700
Oklahoma City	1,000	1,000	...
Fort Worth	2,200	400	400
Buffalo	300	1,600	800
New York	1,220	1,640	1,272

FRIDAY, OCTOBER 13, 1916.

Chicago	2,500	22,000	9,000
Kansas City	1,000	4,000	3,000
Omaha	2,900	2,800	15,500
St. Louis	2,500	5,000	1,700
St. Joseph	900	2,500	3,000
Sioux City	1,000	3,000	1,000
St. Paul	3,500	400	1,400
Fort Worth	2,500	1,200	...
Oklahoma City	500	1,200	...

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

More than 100,000 packer hides were sold during the week under review. The market is excited and quotations are abnormally high.

### Chicago.

**PACKER HIDES.**—The upward tendency in hides continues. Over a hundred thousand seasonable and back salting packer hides changed hands at higher rates. The advances registered were as much as a cent a pound over prior sales. Scarcity of hides was the main cause of the improvement in rates and the activity going on. Native steers sold in great numbers this week in present, future and back salting. Most of the business was in September and October kill at 27c. Such business involved about 12,000 hides. Two thousand October heavy native steers moved at 27c., and the banner trade involved a car of straight light hides of October kill at 27c. This transaction indicates a 28c. market for heavy weights, and killers expect to realize such a rate in the near future. About 2,000 May native steers sold at 26c. A sale of 2,000 September extreme light natives was put through at 26c. in connection with some light cows at that figure. A block of 5,000 September-October kosher native steers moved at 26½c. Several killers moved 20,000 August and September extreme light native steers early in the period at 25½c. All killers talk 28c. for September-October hides but are not ready to trade yet. There are a few kosher native steers of back salting unsold, and apart from this lot there are no hides back of September. Spread native steers sold at 25½c. for one killer's January to June production of about 3,000 hides at one of the far northern slaughtering points. Another seller moved a thousand April-May kosher spread hides at 26c. with number twos in connection at 25c. and 3,000 June to January kosher hides at 27½c. There are very few unsold spread native steer hides available now. Texas steers sold at 25c. for 5,000 October heavy hides and 6,500 late September hides brought 25½c. One lot of about 5,000 October light and extreme light Texas steers sold at 24½c. Nominal market for further businesses is considered at 26c. for the heavies and 25½c. for the underweights in packers' estimation. Available supplies are moderate. Butt branded steers received no attention. Efforts to secure hides at the last sale rate of 24½c. were futile early in the week, the holders wanting 25c. for the October take-off. Shortly after all hides were held at 26c. owing to the firmness in South American goods and at press time all have been withdrawn from the market. Available supplies are small and production is limited, but is expected to pick up materially within the next six weeks. Colorado steers brought 24c. for 7,000 September hides, and later in the week another lot of 7,000 late September hides brought 24½c. for 7,000. Killers consider October take-off worth 25c. Branded cows were not moved. These last sold at 24½c. Nominal market is considered at that rate, but holders talk 25½c. for further business the same as for underweight Texas steers. Production is still rather moderate. Heavy cows did not sell. These are quoted at 26c. last

paid for slaughter ahead to December. With native steers selling at more money, heavy cows are considered cheap at this price. Nominal market therefore is believed to be nearer 27c. Light cows sold at 25½c. for 5,000 St. Louis light average August hides and 5,000 similar hides of September kill brought 25½c. A couple of lots of September northern hides aggregating 9,000 brought top of the market, or 26c. Killers would talk more money were any available. Production is large. Native bulls quoted quiet and nominal at 23c. Most killers have sold through this year. Bran's bulls continue quiet and waiting at 18½c. nominal as to seller salting any originating section.

Later.—Packer market is complicated by packers withdrawing all hides from sale pending the outcome of the South American and submarine situations. Quotations are exceedingly high, but tanners are not bidding for hides when there are no prospects of trading.

**COUNTRY HIDES.**—Country hides continue active and higher. Buyers are rather anxious for supplies and continue skirmishing around the local and outside markets for suitable lots. Top rates are readily paid for almost all the offerings. Some of the big tanning concerns have been working too close to their supplies of raw materials, causing them to operate for imperative needs. Coupled with this, the leather market is firm, active and higher, which lends courage to leather makers to pay the prices asked. Prospective business conditions point to a continuation of the fundamental features back of existing strength. Heavy steers sold at 22c. for a car of seasonable goods. This is nominal market for more. Available supplies are moderate as collections do not contain many steers. Heavy cows went at top rate of 22c. One car was involved in local business. A car of northwestern heavy hides down to 45 lbs. sold at 22c. delivered basis. More heavy cows are offered here at 22c., but the supply is limited. Buffs sold at 21½c. early in the week for a couple of cars of seasonable hides. Later a car of good hides brought 22c. and small transactions of less than carloads were put through early at that figure. Offerings are meager and the market is still considered at 22c. Efforts to get more money have been futile thus far. No seconds were moved alone. These are quoted at 21 to 21½c. asked. Northwestern heavy hides down to 45 lbs. sold at 22c. delivered. Some of the local small packers moved about 10,000 August and September native steers and cows, mainly buff and extreme weights, at 25c. This is bid for more and up to 26c. asked. Extremes received considerable attention. Mixed haired extremes sold at 23c. early in the week for a thousand. A car of Minneapolis long-haired extremes sold at 21½c. Seasonable goods opened the week here with sales of several cars at 23½c., followed by movement of one car at 23¼c. and several cars later at 24c., the top of the market. Ohio extremes also sold at 24c. f.o.b. for movement this way. Minneapolis extremes sold at 23¼c. and 23½c. in seasonable quality. All weight hides from that section brought 21½ and 22c. delivered and f.o.b., respectively. Local sellers of extremes have nothing more to offer at 24c. as efforts to secure offerings at that price failed.

All dealers want 25c. now, but buyers are slow to pay a cent advance. Branded cows were waiting and unchanged. Available supplies are small and usually held higher in line with better tone to packer-branded hides and excitement prevailing in the native lines. All weight cows quoted at 18 to 19c. flat with outside generally asked. Country packer-branded hides last sold at 21 to 23c.; now talked up to 24c. for good lots of heavy steers. Bulls ruled quiet and unchanged. Some call was noted for seconds which were wanted cheap. Nothing was available on that basis. Most sellers ask 18c. for common country bulls and buyers' views are nearer 17c. Country packer bulls last sold at 22c. for slaughter to the end of the year. This is considered top market for more. Supplies limited. Kipskins were not reported sold in the regular country run. Such skins are quoted at 26½ to 27c. asked locally. A car of resalted city kipskins sold at 27c. Bids at 28½c. still reported for first salted city skins and 30c. is asked. Packer skins are wanted at 29c. and usually held at 32c. Nothing is available until November.

Later.—Country market is firm. Recent sales of buffs at 22c. aggregate 10,000 at Chicago and contributing points. Bids are in for more buffs at 22c. but holders ask 22½c. Extremes were sold again at 24c. Bids are in at 24c. and 24½c.

**CALFSKINS** are strong. A car of first salted city skins sold early in the week at 35c. This is bid for more and declined. Collectors are sold ahead and intimate they hold tentative bids of 36c., but their views are 37½c. Outside city calfskins sold at 34c. for one car and another brought 34½c. Bids at that figure for more reveal asking rates of 35½ to 36c. Country skins quoted at 34 to 35c.; bids at the inside figure declined by Minneapolis collectors. Deacons are strong at \$2.30 to \$2.40 and light calf at \$2.50 to \$2.60.

Later.—Calf is firm. Reports are current that outside packers, October skins, brought 40c. City skins are held at 37½c. Outside skins brought 35c. Country skins held at 34c. bid. Kipskins are held at 30c.

**HORSE HIDES** moved at \$7.50 for common local country collections. Northwestern hides sold at \$7.25. Local sellers now talk up to \$7.75 for country run and city hides are held up to \$8.00. Some foreign horse quoted out at \$9.00 for top sorts. Seconds quoted at the usual \$1.00 reduction with ponies and glues at \$3.00 to \$3.50 and coltskins at \$1.25 to \$2.00.

**HOGSKINS** sold at \$1.00 for two cars of good skins. Ordinary lots quoted down to 90c. Rejects bring half rates. No. 1 pigskin strips quoted at 10½ to 11c.; No. 2's quoted at 9½ to 10c. nominal and No. 3 strips at 5 to 6c. last paid as to measurements.

**SHEEP PELTS.**—Pulled wools are talked strong and pullers are operating fairly freely in the raw material markets, thus indicating some strength must be apparent in finished materials. Packer sheep and lambskins are now selling on a parity. Operators expect the sheepskins to bring a slight premium over the lambskins from now on. River sheep and lambskins of current and back salting sold as low as \$1.80, while local and some river markets brought \$1.85 this week. Several killers cleaned out their holdings and no business of consequence is to be looked for until another week has elapsed to all sellers to fill sales. Dry skins quoted at 23 to 24c. for business and as high as 25c. talked for the best light average Montana skins.

### New York.

**PACKER HIDES.**—During the past week the bulk of the business was mainly centered on spread native steers which sold at an advance rate over prior trading. It was also noted that native steers established a new record here and one packer sold a car of late August and September native steers at 27c., which is an advance of a full cent over previous trading. Two other killers declined this price for theirs and are talking 27½c. for business. Early in the period one uptown packer sold two cars April spread native steers at 25c.; this sale practically cleans up all the old (Continued on page 161.)

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# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, October 11, 1916.

While the top of the market is only a nickel higher, choice, weighty steers selling this week at \$11.40 against \$11.35 a week ago, the trade on the good to choice, corn-fed cattle has been strong and 10@20c. higher, while on the medium to good cattle, selling from 8 @9½c., the trade ruled fully steady and low-priced, and cheap killing stuff continues to meet with slow outlet, although prices are not quotably different from last week's level. Receipts for the first three days of this week will total approximately 57,000 as compared with 53,981 a week ago, and the supply has included about 13,000 Westerns to last week's 17,000, indicating that the zenith of the Western cattle run either has or is about to be reached. A few weeks hence we look for a decided letup in the receipts of range cattle and a betterment in the trade on the medium and low-priced Natives. Wednesday's trade ruled strong on good cattle and steady on others with the top again at \$11.40 with quite a sprinkling of choice yearlings selling from \$10.50@11.35, the latter being the high spot in the yearling trade for the year. The supply has included a good many cattle consigned direct to the packers from other markets.

From now on for thirty days we are going to keep harping on the advisability of shipping freely butcher-stuff destined to come to the market before Thanksgiving, as Thanksgiving is later than usual this year, and it may be that the annual pre-Thanksgiving slump in the cattle trade will be deferred a little later than usual, but it will come! for in our thirty years' experience we have never seen a Thanksgiving yet when poultry failed to have a very depressing effect upon the beef trade a week or ten days before that time, and while the market may hold up in good shape until the 20th of November, we would much rather place November 15 as the dividing line and feel that any butcher-stuff that is intended for the market before Thanksgiving should be, if possible, put in shape to be sold between the 1st and 15th of November, as by that time the big end of the Western cattle will be out of the way and before Native grass stock comes freely we should have a week or ten days of rattling good markets along about that time, much of course depending upon the condition of the weather. This week's trade is strong, active and on the better grades of cows and heifers shows some advance. Yearlings are in good demand, especially the choice, fat tidy finished kinds and canners and cutters are also meeting with ready acceptance. Medium cows and heifers are the poorest sellers relatively and will show the most improvement when the Western season is over. The bull market has eased off a little and the calf market is somewhat lower because of the limited kosher demand. Receipts include quite a good many common to medium light heifers of inferior quality that are hard to dispose of and sell anywhere from \$4.50@5.25; in fact some of the trashy stuff is down as low as 4c.

Telegraphic newspaper reports quote the top of the hog market on Wednesday as follows: Pittsburgh, Pa., \$10.15; National Stock Yards, Ill., \$10.15; Buffalo, N. Y., \$10.25; Kansas City, Mo., \$9.90; Omaha, Neb., \$9.50, and Sioux City, Ia., \$9.40. Chicago's top on Wednesday was \$10.25, with the trade ruling very strong and closing 10 to 20c. higher, and prime shipping and light shipping grades selling at \$9.90@10.20; good mixed and good mixed packing \$9.65@9.90; plain mixed packing and underweight grassy mixed \$9.25@9.50, with healthy pigs \$8.50@9.25. The trade is anywhere from 50c. to \$1 per cwt. higher than the low spot a week ago, the reaction being almost as much of a surprise as the recent severe decline, and the renewed life to the trade indicates a wonderful outlet for pork products, but it is the wrong time of year to "bull" the market, and we would ship freely such hogs as are in good marketable condition, and would ship them to Chicago.

The sheep and lambs branch of the trade started out to move up a peg or two Monday, but Tuesday the demand narrowed materially and bulk of the lambs were taken at a decline of 25c. per cwt. as compared with the previous session. Bulk of receipts consist of range stock and indications point to a de-

(Continued on page 163.)

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., October 11, 1916.

For the week ending today we have had 40,000 cattle of which 7,900 were on the southern side. While prices have shown some fluctuation, the market has averaged about steady for the week on choice good and medium grades of beef steers; common steers appear to be selling a little stronger. The bulk of the cattle is in the medium and fairly good classes, there being very few choice cattle in the offerings. The top for the week was made on some 1,200 lb. yearlings which brought \$10.75 today. Choice heavy heaves are quoted up to \$11, but there has been nothing on the market this week good enough to bring that figure. The bulk of the good kinds are selling between \$9.50@10.50. In the medium and good classes we note an increasing supply of fed steers, this of course, is to be looked for at this season of the year and will be especially the case just a little on when we will be receiving less of the grassy kind. The bulk of the fed steers is selling from \$8.50@9.25, while the grassers are going from \$6.50@8.

Kansas and Oklahoma steers of which we had in the neighborhood of 100 cars this week, are ranging from \$6@7.90, the bulk of this class selling around the \$7 mark. The butcher cattle trade is steady and the assortment is good. The bulk of the fed kinds is selling from \$8@9. Common and medium heifers \$5.50@6.50. About the only weak spot in this department was on the medium grades, of which there has been a generous supply. Cows are selling in a range of \$6@6.75, with the best ones selling up to \$7.

Our hog supply for the week is right at 41,000 and the market is a flat half dollar higher than a week ago. While the supply is fairly liberal, there is a marked shortage of finished hogs and not more than enough this week to supply the demand, both the packers and the order buyers were busy and the market has been active. The quotations today are: mixed and butchers, \$9.50@10.25; good heavy, \$10.10@10.25; rough, \$8.90@9.25; lights, \$9.65@10.10; pigs, \$8.25@9.25; bulk, \$9.75@10.15.

The sheep supply this week amounts to 13,500. The market on muttons and yearlings is fully steady with a stronger tendency. Mutton ewes are quoted from \$7@7.25, and yearlings \$7.50@8.75. Lambs are some higher. A string of fairly good westerns sold on Tuesday at \$10.40; the bulk of lambs are selling from \$9@10. Quite a few goats are showing in our receipts now, the better grades of them are selling from \$5.75@6.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, October 10, 1916.

Cattle sold about steady today on the rank and file, fancy Missouri fed S. M. S. yearlings at \$11, as compared with \$10.75 for their mates last week, showing strength on prime finished cattle. Receipts were 20,000.

Heavy steers sold at \$10.60, same notch as their mates sold in yesterday, and the \$11 yearlings were a quarter higher than their mates brought on the two latest shipments previously. Short fed grass steers sold around \$9.25 for best here, and pretty good grassers brought \$8@8.50, medium weight and light steers downwards to \$6.50, a few thin Northern grazed Texas steers down to \$5.75 or less, in the quarantine division. Cows continue scarce and firm, fair to good cows \$5.50@6.50, practically no fed cows coming,

canners strong at \$4.50@4.75. Choice light veals bring \$10@11, heavy or thin veals, \$7.50 @9, most of the bulls \$5.50@5.75.

Quality is not quite as good as last week on stockers and feeders. Most sales \$6.25@7.50, some stock steers up to \$8; cheap cattle slow and barely steady. Stock heifers sell up to \$8. None of the fancy kind here this week. Feeders sell up to \$7.90, fair to good ones \$7@7.25, plain thin steers down to \$6.50.

Opening prospects favored lower prices for hogs but packers quickly changed the outlook, competing keenly from the start, paying up to \$9.80. An order buyer had an order for choice medium weights with a \$9.80 limit, and the answer to his wire that he could not get them was to remove the limit and "go and get them." That wire resulted in a late sale at \$9.90. Receipts were 14,000 head, a drop of one-third from receipts last Tuesday, and the combination effective today points to good markets ahead.

Receipts of sheep and lambs were 17,000 head, but packers' orders were urgent and opening sales of just fair lambs at \$10.25 were counted 25 cents higher. Later the market quieted, and better lambs sold at \$10.25, these 10 to 15 higher. Texas sent yearlings at \$8.85, and 48-lb. feeding lambs at \$9.80 and Arizona sent fat lambs at \$9.90. Fat ewes are worth \$7@7.35. Choice Western feeding lambs sell around \$10. The market is 50 to 75 cents above a week ago in all departments. Receipts are larger than they were last week, and a good run through October is assured.

## OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Oct. 10, 1916.

Cattle receipts let up sharply last week, the supply being 41,000 or nearly 7,000 short of the week previous. Naturally the market firmed up considerably and prices showed all of a 15@25c. advance on beef steers, and a 40@50c. advance on cows and heifers. Scarcely any corn-fed heaves are coming and the quality of the Western rangers is rather common. Some very choice grassers were here today and sold readily at \$8.75@9.25, but grass cattle have to be very good to bring over \$8.25, and the bulk of the fair to good range steers are going to both packers and feeder buyers at \$7.25@8, the common to fair kinds and Texans and Mexicans going at \$6.25 @7 and on down. The range of prices on grass cows and heifers is practically from \$4.25@7.25, the bulk of the fair to good butcher and beef stock selling around \$6@6.60. Veal calves are quotably firm at \$8@11, and there is a good outlet and a strong market for bulls, stags, etc., at \$5.25@6.75.

Under the influence of continued very limited supplies of hogs, 28,000 last week, there has been a reaction in the market and values are around 15@25c. higher than they were at the low point a week ago. Demand from both packers and shippers shows improvement and there is a pretty strong undertone to the trade. With only 3,600 hogs here today, the market was slightly stronger. Tops brought \$9.50, as against \$9.40 last Tuesday, and the bulk of the trading was around \$9.10@9.25, as against \$8.90@9.10 a week ago.

Receipts of sheep and lambs are not running as heavy as recently and supplies are quite a bit short of a year ago. There were 140,000 head here last week and prices showed steady improvement all along the line. The market is now right around half a dollar higher than it was a week ago for lambs and nearly as much on the aged stock. Fat lambs are selling at \$9.85@10.25; yearlings at \$7@8; wethers at \$6.50@7.50, and ewes at \$5.75@7.

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO OCTOBER 9, 1916.

	Sheep and			
	Bees.	Calves.	lams.	Hogs.
New York .....	1,345	4,260	1,923	7,157
Jersey City .....	4,302	3,825	15,840	18,560
Central Union .....	3,005	516	8,710	132
Totals .....	8,650	8,601	36,483	25,849
Totals last week .....	11,414	7,194	34,191	24,845



# ICE AND REFRIGERATION

## ICE NOTES.

San Francisco, Cal.—The plant of the Union Merchants' Ice Company has been damaged by fire.

Louisville, Ky.—The capital stock of the B. and B. Ice and Coal Company has been increased from \$30,000 to \$60,000.

Minnesota Point, East Grand Forks, Minn.—The plant of the East Grand Forks Brewing Company has been damaged by fire.

Lindsay, Ont., Canada.—Fire destroyed the cold storage and egg plant of Flavell's, Limited, on King street. Warehouse contained more than \$250,000 worth of produce and the plant was valued at \$50,000.

## EGGS IN COLD STORAGE.

Reports from 222 cold storages to the Department of Markets, United States Department of Agriculture, show that their rooms contained 4,358,073 cases of eggs on October 1, 1916, as compared with 4,935,312 cases in 271 storages on September 1.

The 183 storages that reported holdings on October 1 of this year and last show a present stock of 4,184,283 cases as compared with 5,019,022 cases last year, a decrease of 834,739 cases or 16.6 per cent.

The reports of 211 storages show that the holdings decreased 12.1 per cent. during September as compared with the decrease of 10.9 per cent. during August, shown in our last report.

Last year the holdings decreased 6.6 per cent. during August and 11.6 per cent. during September.

## THE FREEZING POINT OF MERCURY.

The Bureau of Standards has just completed a very careful determination of the freezing point of mercury using platinum resistance thermometers to measure the temperature. The result of this work gives  $-38.87$  degrees Cent. ( $-37.97$  degrees Fahr.) for this temperature.

It is interesting to note that as far back as 1802 the English Government, recognizing the importance of an accurate knowledge of this point, appropriated £150 to have it determined. The value then obtained,  $-38.85$  degrees Cent. ( $-37.93$  degrees Fahr.), is in good agreement with that obtained at this bureau. However, other determinations made previous to and after this early work cast some doubt as to its accuracy. It can be seen that a knowledge of the freezing point of mercury is of great importance to thermometer makers as it marks the lower limit to which a mercurial thermometer may be used and furnishes a method for calibrating or pointing the scale below 0 degrees Cent. ( $32$  degrees Fahr.)

## BUTTER IN COLD STORES.

Reports from 165 cold storages made to the Department of Markets, United States Department of Agriculture, show that their rooms contained 91,728,394 pounds of creamery butter on October 1, 1916, as compared with 104,964,478 pounds in 203 storages on September 1.

The 133 storages that reported holdings on October 1 of this year and last show a present stock of 88,909,646 pounds as compared with 99,449,607 pounds last year, a difference of 10,539,961 pounds or 10.6 per cent. less.

The reports of 155 storages show that their holdings decreased 17.5 per cent. during September as compared with the increase of 10.6 per cent. during August, shown in our last report.

Last year the holdings increased 21.5 per cent. during August and 1.7 per cent. during September.

## SAFETY FIRST IN THE INSTALLATION AND OPERATION OF ICE AND REFRIGERATING PLANTS.

There are in the United States over 12,500 ice-making plants, having an aggregate annual output of about twenty million tons. This does not include the thousands of private refrigerating plants in small restaurants, meat markets, grocery stores and private dwellings. The principles of artificial refrigeration are being applied in more than 150 different industries, including among others mining, paper making, woolen and silk manufacturing, laundering, and tobacco manufacturing.

As might be expected, an industry in which chemicals and highly compressed gases are used in connection with tanks, piping and moving machinery, is not immune from accidents. The growth of the refrigerating industry, employing high-pressure gases with the attendant risk of explosions and other accidents, is attracting the attention of municipal authorities to such an extent that regulations for installing and operating the plants have been drawn up and put into effect in many localities. No doubt these regulations will have to be revised as experience is gained in their application, and in this respect they may be expected to have a history similar to that of analogous regulations applying to steam boilers.

The fact that municipal authorities are taking steps of this kind in connection with the refrigerating industry indicates a growing public appreciation of the importance of the hazards pertaining to it. As in almost every other industry, the majority of the accidents that occur are unavoidable, providing sound engineering principles are followed in the design, installation, and operation of the plants.

It follows, then, that the engineer who designs the plant, and the man who supervises the installation, should bear in mind the question of safety; and it is equally important

to place competent men in charge of the operation of the plants, because the judgment and ability of the men who supervise the work are exceedingly important factors in preventing accidents.

## The Danger from Leaks.

Leaks in a refrigerating plant usually occur at the gaskets, or through cracks in pipes or other defective parts of the apparatus under pressure. Very often such leaks have no other consequence than the loss of a certain amount of ammonia; but when the defect is of such a nature as to allow large quantities of ammonia fumes to escape, more serious results often follow.

For example, if there are lamps or open flames in the room, or a free connection between it and the boiler room, the mixture of ammonia, hydrogen, and oil-vapor and other volatile impurities may ignite and fill the whole compartment with flame in a short time, with serious consequences to anyone who may be present. The fire hazard from this cause may be practically eliminated by using electric incandescent lamps, and installing self-closing doors between the boiler room and the rooms where leaks are likely to occur.

A leak of sufficient size to quickly fill the engine room with ammonia fumes is exceedingly hazardous to the employees. A very brief exposure to the fumes would be sufficient to overcome persons in the room, and unless immediate assistance were given, death from suffocation would quickly follow. It is essential, then, that the system be arranged in such a way as to permit the employees to shut off the ammonia supply quickly, from any one of three or four widely separated points.

In addition to this, oxygen helmets should be distributed about the room at convenient places, so that the employees may procure them quickly in case a leak or rupture occurs. Equipped with these helmets, the men will be immune from the dangers of the fumes for a short time, and will be able to make temporary repairs.

## Test Before Charging with Ammonia.

It is customary, when installing a refrigerating system, to test it under air pressure before it is charged with ammonia. This practice is commendable if it is properly carried out; but if it is done in a careless manner, by inexperienced men, it may result dis-

## Preparedness Insuredness Safety First

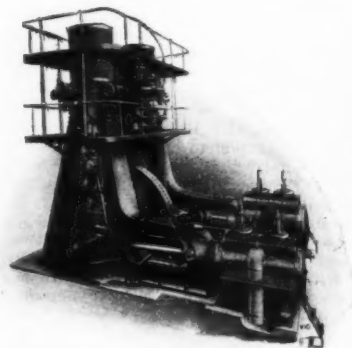
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PHILADELPHIA: Henry Bower Chem. Mfg. Co.  
PITTSBURGH: Penna. Transfer Co.  
PORTLAND, ORE.: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Whse. Co., Edwin Kewles.  
RIO DE JANEIRO: F. H. Walter & Co.  
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SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilbry-Becker Eng. & Supply Co.  
ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: York-California Construction Co.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: Spokane Transfer & Storage Co.  
SEATTLE: York Construction & Supply Co.  
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WASHINGTON—Littlefield, Alvord & Co.

astrously. The principal sources of danger are those due to a break of some defective part of the system, or an explosion brought about by the ignition of oil-vapor or other inflammable impurities.

The various parts should be tested by the manufacturer before shipping to the point of installation, and they usually are. Shocks received during transportation or installation may cause a defect in some part of the system, however, and the joints may also be poorly made. For these reasons extreme care should be taken to guard the workmen during the test.

It is customary to lubricate the cylinder walls of the compressor with oil before starting the test, and more or less of this oil is forced into the piping by the compressor, and collects in pockets. As the pressure is increased, more and more heat is generated, the oil vaporizes, and if the rise in temperature is sufficient, an explosion results. Lubricating oil having a low chill-point is desirable for regular use in refrigerating plants; but most oils that fulfill this requirement have a low flash-point also, and they are therefore dangerous to use in an air-pressure test. Low chill-point oil is not so essential as high flash-point oil during the test, because the higher the flash-point the less is the danger from explosion.

A thin coating of lard oil should first be applied by hand to the walls of the compressor cylinders, and the compressor allowed to run until the pressure reaches 100 pounds or more. The compressor should be stopped long enough to cool down, after which it should be started up again and operated until 40 or 50 pounds of additional pressure is obtained. It should then be stopped again, and when sufficiently cooled it should once more be started, but at reduced speed, and stopped whenever the discharge pipe becomes hot enough to be uncomfortable to the hand.

If these precautions are taken there is little chance of an explosion from internal causes during the test. The men should be kept away from the apparatus as much as possible, however, as there is always a possibility that an accident may occur through the failure of an imperfect joint, or from unforeseen weakness in some other part.

Pipes less than two inches in diameter should not be used, except in single lengths. Pipes of smaller size than this are usually butt-welded, and are bent to the desired shape instead of being made up with fittings; and it should be remembered that there is always a possibility that an imperfect weld or an imperceptible crack will open during the bending process, when long pipes of small diameter are used—particularly if the bend is at or near the weld. No matter what size of pipe is used, it should be properly supported, and should be installed so that it will not be subject to shocks from any source whatever.

### Carelessness a Source of Danger.

Carelessness is just as dangerous in a refrigerating plant as in other industries. An operating engineer who neglects to open the valve in the pipe connecting the charging pipe and the shipping tank containing the am-

WATCH PAGE 48 FOR BARGAINS

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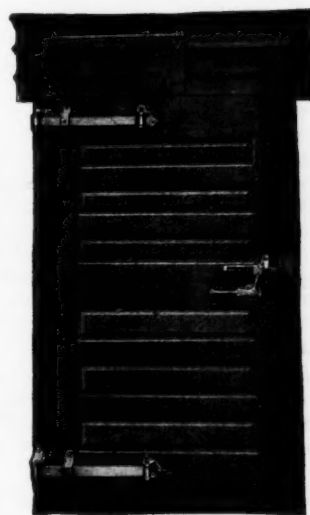
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monia, at charging time, shows gross carelessness, and a man of this type is likely to hasten the charging operation by applying hot water or steam to the shipping drums. Naturally, the heat thus furnished will increase the pressure in the drum to which it is applied, and if the valve is closed there is no means of relieving the extra pressure except by an explosion.

At this point it is well to call attention to the great importance of keeping all valves in the plant in good operating condition. There are many valves in a refrigerating plant that are seldom used. The mere fact of their presence indicates that they have been installed for some purpose, but their usefulness is questionable (or, rather, their uselessness is a certainty) if they are not regularly inspected and tested.

Rust in the stuffing-box gland and on the threads of the packing nut is a common source of trouble in a plant. The greater the accumulation of rust and the longer it remains, the harder it is to operate the valves; and when occasion arises to use them, after a period of neglect, it is often found that they act as if they were solidly cast in the piping.

Compressor accidents may be divided into two classes: (1) Those due to the breaking of some part of the compressor itself, and (2) those occasioned by conditions not inherent in the construction of the machine, such as unusual pressures, explosions, or the presence of liquid ammonia in the compressor.

Accidents under the first class include the breaking of valves, piston rods, and rings, or the rupturing of cylinder walls and heads. Valve breakage is the most frequent cause of compressor accidents, and is due principally to unnecessary wear, improper cushioning, or deterioration of the metal. It is evident that careful attention to the materials of construction, and to the design and installation are necessary in order to keep accidents of this class at a minimum.

Accidents due to the rupturing of cylinder walls and heads are rare, and are usually attributable to faulty design and construction, or to a lack of proper consideration of shrinkage strains.

Piston rings formerly caused considerable trouble, but ordinary snap rings are now used with satisfactory results, so far as accidents from this cause are concerned.

Accidents under the second heading are not very frequent, but they are likely to be much more disastrous. Those caused by excessive pressure may be avoided in considerable degree by requiring ample safety factors in the material, design and construction of the compressors.

In addition to this, relief valves should be so installed that they will operate before an increasing pressure has reached the limit of safety. The discharge valve may accidentally be left closed and the machine started, and unless a relief valve has been installed it is certain that as the pressure increases something must give way. If a relief valve is installed in a by-pass, or in a connection made between the discharge-side of the pipe of the compressor in front of the stop-valve and the suction side of the compressor in front of the suction stop-valve, protection will be given against excessive pressure in the system as well as in the compressor.

#### Danger from Liquid in the Compressor.

However carefully a system is designed and installed, a certain amount of liquid is likely to accumulate, and its presence in the compressor is always a source of danger. The obvious remedy is to provide a properly located relief valve, of sufficient capacity to permit the discharge of practically all the liquid present before the piston reaches the end of its stroke. There are cases where considerable difficulty may be experienced in equipping compressors with such devices, but the greater safety is well worth the trouble.

Every steam engine should be provided with a safety stop, wholly independent of the ordinary governor. In case the governor fails to work properly and the engine starts to "race" the independent safety stop is supposed to operate as soon as the speed exceeds a pre-determined limit, shutting off the steam, bringing the engine to a standstill, and preventing the bursting of the flywheel and other serious consequences.

The operating engineer of a refrigerating plant should remember that he is subject to many of the hazards that are to be found in the ordinary power plant, and also to some additional ones. For example, in compressing air he should never use a machine that has recently been used to compress ammonia; and in opening gage cocks he should stand at the side rather than in front of the gage glasses. Such precautions as standing at the side rather than in front of cylinders or compressors, and refraining from calking pipes or tightening up fittings while they are under pressure, are generally understood but often disregarded. It is particularly dangerous to calk joints or tighten nuts or fittings under pressure. Many fatal accidents have been caused in this way.

In the growth of any industry, dangerous situations arise that could not possibly be foreseen. This is one of the penalties of pioneer work. We have commented on some of the more common hazards in the refrigerating industry. No doubt as the industry grows, new conditions, some of them having considerable elements of danger, will arise. Refrigerating engineers should have this possibility in mind at all times, and by calling on past experience endeavor to keep down the number of unforeseen dangers.—The Travelers' Standard.

#### MEAT INSPECTION THERMOMETERS.

Special thermometers are to be provided government meat inspectors for certain uses, and their description and directions concerning their use are given as follows:

In order that inspectors may have available accurate thermometers for making temperature tests to insure the proper observance of the instructions in Service and Regulatory Announcements of August, 1915, page 95, relative to the treatment of pork products to destroy live trichine, and also to insure that all carcasses and parts passed for sterilization which are not rendered into lard or tallow and which are utilized for food purposes are first sterilized by heat so that all portions of the meat are brought to a temperature of not less than 170 deg. F. and maintained at this temperature for not less than thirty minutes, the bureau will furnish thermometers for the use of inspectors in the main-

tenance of the required temperatures in cooking, refrigerating, etc.

The thermometers are of two varieties. The one for determining the temperature of refrigerators and cooking vats is a handled thermometer in a V-shaped wooden case graduated with a range of 0 deg. to 220 deg. F. The 5 deg. F. graduation has been made especially plain on the scale and marked with a red mark.

The thermometer for testing the interior temperature of meats is a skewer meat-testing thermometer graduated from 70 deg. to 220 deg. F. The points at 137 deg. F. and 170 deg. F. are indicated by a red graduation mark. The 137 deg. F. is also marked with a red letter T, indicating the temperature for destroying trichine, while the 170 deg. F. point is marked with a red letter S, indicating the temperature to which it is necessary to heat products "passed for sterilization."

Great care should be exercised in using and handling these thermometers, as they are very fragile and expensive. They should not be used for any purpose other than those for which they are intended; they should not be subjected to sudden shocks or blows; and under no circumstances should the meat-testing thermometers be inserted into any substance harder than unfrozen meat. In no case should the thermometers be subjected to a temperature higher than 212 deg. F. Before a thermometer is used an examination should be made to see that it is in proper working order. It should be seen that the mercury column is continuous and contains no bubbles; that the scale and the glass stem are firmly attached; and that the mark on the stem coincides with the proper mark on the scale. On the wooden-case thermometers it will be noted that a mark has been made on the stem. This should coincide with the mark on the scale at 122 deg. F.

In taking temperatures the thermometer should be left in the article, vat, or compartment tested a sufficient length of time for the mercury to reach its maximum or minimum height. This time should be at least one minute. In taking the temperatures of refrigerators, the thermometer should not be on the wall or near any refrigeration pipes, but should be placed in the center of the compartment. When inserting the skewer meat-testing thermometer great care should be exercised to avoid bending it, otherwise the glass stem may be broken. These thermometers should be inserted into meat only where they will not come in contact with bone or any other hard substance, and the point of the thermometer should be as near as possible to the center of the piece of meat that is being tested.

If the mercury column in a thermometer becomes separated, the mercury should be brought together again either by tapping the thermometer on the side softly with the hand or sharply with a pencil, or by warming the bulb gradually in water until the mercury rises and unites with that in the stem.

The accuracy of the thermometers used for high temperatures should be occasionally tested by placing them in water and gradually bringing the water to the boiling point, when the thermometer should read approximately 212 deg. F.

Thermometers used for taking the tempera-



tures of refrigerating compartments may be tested for approximate accuracy by placing them in melting snow or finely shaved melting ice free from impurities. Under these circumstances the thermometer should read 32 deg. F.

It is not to be inferred that the thermometers furnished by the bureau are to supplant the regular thermometers now supplied by the packing houses, which are used for the routine taking of temperatures by establishment employees. The bureau thermometers are only for the use of inspectors in checking the temperatures to which meats are subjected, to insure that they are prepared in accordance with bureau regulations and instructions respecting the treatment of pork to destroy live trichinae and the sterilization of meats "passed for sterilization."

#### MARKETING LIVESTOCK AND MEATS.

Marked variation in methods of marketing meat animals in different sections of the United States and in methods of marketing different classes of animals in the country as a whole has been found by specialists of the United States Department of Agriculture from a survey of the livestock marketing conditions of the country. The data obtained by the survey have been published as Part V of a report of an exhaustive study of the meat situation in the United States, which takes the place of the Galloway Commission's report.

##### Marketing Methods.

The three general methods of marketing found to be in most common use are:

Shipping to the large centralized markets, selling to local butchers and packers, and the sale of farm-prepared meats to dealers or consumers. The bulk of the animals from the Central States, it was found, is sold through the centralized markets, while some form of local marketing predominates in the extreme eastern, western, and southern sections.

The great central markets handle four-fifths of the sheep and lambs, two-thirds of the hogs, and approximately one-half of the beef cattle. For local slaughter about one-third of the beef cattle, one-eighth of the sheep and lambs, and one-twelfth of the hogs are sold. Nearly one-third of the hogs and about one-tenth of the beef cattle and one-twentieth of the sheep and lambs are slaughtered on farms and ranges. Relatively more sheep are shipped in carload lots by owners than any other class of livestock. Cattle, hogs and calves follow in the order named. In sales to local buyers hogs lead, with calves, cattle and sheep following in order.

The study discloses that the time of buying stockers and feeders and the selling of finished animals is restricted too generally to a few months of the year. Should stock-feeding operations be better adjusted to market conditions, a decided influence toward a more even distribution of the supply would be the result.

##### Co-operative Associations.

Co-operative associations of cattle raisers are becoming an important factor in marketing, the report shows. Seven hundred and fifty organizations which market cattle in a co-operative way now exist in 15 States.

Four hundred and thirty of these organizations are primarily livestock shipping associations. The greatest activity of this sort was found in Minnesota, where 215 co-operative livestock shipping associations are located. The Department specialists declare that these associations bring greater returns to the farmers because of the reduction of marketing expenses and the realization of the prevailing prices at the centralized markets, and that they are also valuable because of their educational features.

##### Stockyards and Packing Establishments.

The system of centralized livestock markets in the United States is the largest single factor in the marketing of meat animals. It is noteworthy that this system is peculiar to the United States, no other country having developed such markets for their livestock. Not only is livestock sold for slaughter at the centralized markets, but a large proportion of stocker and feeder cattle also passes through these market centers.

##### The Chief Outlet.

The chief outlet for food producing animals in this country, the study discloses, is wholesale slaughtering and meat packing. Such industries usually are associated with the great centralized markets. More than 1,200 slaughtering and meat packing establishments were operating in the United States in 1914, and turned out products worth \$1,651,765,424. The specialists report that one of the striking features of the industry is the concentration of ownership. Packing establishments buy directly from the producer in California to a greater extent than in any other State or section. This practice, which in the opinion of the specialists, will continue to be important in those parts of the country remote from centralized markets, is most characteristic of the western group of States in general. There is a decided difference of opinion among producers, marketmen, and packers as to the effects of this practice in sections supplied with central markets on the general market prices of livestock and on the prosperity of cattle raisers.

##### Municipal Abattoirs Increase.

Municipally owned or controlled abattoirs are becoming increasingly important in the local marketing of livestock, the report shows, and are displacing rapidly the old type of slaughterhouse. Public abattoirs have been established in 22 cities and 13 States. Local conditions should determine whether or not a city should build its own abattoir, and a thorough examination of conditions, therefore, should be made before definite action is taken.

##### Livestock Losses in Transit.

Great variations were found to exist in the losses of and damage to livestock in transit on different railroads. On one road the claims paid amounted to 19 per cent. of the revenue during a certain period, and on another to less than 5 per cent. The total claims for such loss and damage in 1913-1914 on 27 railroads were \$1,245,477.81. The average rates on livestock for the years 1911 to 1913 were found to be 10 cents per hundred pounds for eastern or official territory, 11.9 cents for southern territory, and 14.9 cents for western territory.

The correlation between average livestock and meat prices over relatively long periods

is closer than is generally understood. When the price of livestock rises or falls, meat prices tend to change in the same directions, but the meat prices are not subject to abrupt daily fluctuations, which are one of the most adverse features of livestock market conditions.

##### Market Returns.

In order to secure information as to the relative cost of the different factors or steps in the processes of marketing animals and the proportions of the final price reaching the farmer and other parties to the transactions, the specialists traced several typical lots of beef cattle from producer to consumer, both through centralized markets and where the animals were disposed of locally. In the former case the farmer's share of the gross returns ranged from 54 per cent. to 85 per cent., while from 2 per cent. to 5 per cent. went to pay market expenses, 2 per cent. to 9 per cent. was received by the packers, and 8 per cent. to 33 per cent. by the retailers. In the local sales, from 62 per cent. to 84 per cent. of the gross returns was received by the farmer and from 15 per cent. to 38 per cent. by the retailer. The detailed figures indicate, however, that even when account is taken of the fact that lower grade stock is sold locally the returns from such sales are not as great relatively as those from sales through centralized markets.

#### MEAT AND LIVESTOCK IN NEW ZEALAND.

According to the report of the Director of the Live Stock Division of the Department of Agriculture, Industries, and Commerce of New Zealand, the stock-raising interests of the country enjoyed a prosperous year during the fiscal year ended March 31, 1916.

Tuberculosis among cattle seems to be the most serious disease that the New Zealand authorities have to contend with and this really does not seem to be serious for the reason that the percentage is low and is being carefully watched, as indicated by the following table giving the number of cattle examined during the years mentioned, which covers the fiscal year ended March 31:

Years.	Number of cattle examined.	Number found affected in any degree.	Percentage found tubercular.
1913-14.....	207,381	15,182	7.00
1914-15.....	283,217	18,759	6.62
1915-16.....	308,305	22,202	7.20

The slaughterhouse inspection system in New Zealand is quite thorough, and all stock slaughtered, even in the smaller places, is supposed to be inspected, and is, so far as inspectors can be supplied. During the fiscal year ended March 31, 1916, there were 308,305 cattle, 33,770 calves, 3,731,643 sheep, 4,065,100 lambs, and 169,715 hogs inspected at time of slaughter in this Dominion. This shows an increase in all lines with the exception of lambs, which decreased 307,781 carcasses over 1915. In addition to the above, 32,684 hogs were killed and dressed by farmers under the exemption clause of the act.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

# Chicago Section

N. B.—Not-a-bean left in the till.

Swift & Company's stock seems headed for the 200 mark.

In some circles Maclay Hoyne is as popular as the small-pox.

Board of Trade memberships are now selling at \$7,000 net to the buyer.

And now the coal man prepares to puff up and—we hope he'll bust!

The Stock Yards will now sit back and allow the City Hall to smell a few.

It's all over once more and everybody is satisfied and contented. Going some!

If ever a war savored of running itself into the ground, this European muss does.

A. S. (Sandy) Reid is now located in Charlotte, N. C. "Sandy" is well known in Chicago.

There wasn't a one of 'em at Cincinnati who couldn't say: "She sells sea shells." No, siree!

'Twould appear Mayor Thompson needs a little more practise at his job. They are sure after his nanny.

Summer showed up last week Thursday and registered 87. Evidently returned for something forgotten.

Supper number vaudeville artists seem to be in the great majority. The factory sure lost nothing when they left.

All the soldiers came back from the border with a full equipment of arms and legs—something to be thankful for.

There are a whole lot of self-made men who would be far more acceptable if some one else had completed the job.

Walter U. Clark, the well-known newspaper man, is now with Wilson & Company in charge of the lard and oil department.

Some rasslin' match in the wheat pit. Just about the time the market seems to be pinned to the floor, up it gets and raises the devil!

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, October 7, 1916, averaged for domestic beef 11.35 cents per pound.

Fred P. Hart, son of the renowned Fred A., the casing man, done got married the other day and never said a word to Pa until he introduced his wife, who was Miss Lillian Monroe of Evanston. Hooray!

"Gee!" said Pat to Mike, "you smell like the devil of whisky all the time. How inell do you suppose you can face Salt Peter wid a breath on ye like that?" Sez Mike: "I'll leave me breath behind!"

There is one thing can be said about a lot of things truthfully, and that is they couldn't be any worse. Frinstance: Telephone service, city transportation, all of it; politics; gas graft, etc., etc., etc. Some is actually decomposed.

Bill Gregson tells of an annual fair somewhere in England where a side of bacon is given to the guy who can step up and state he has not had a cross word with his wife in a year. We think they oughter give another to the biggest liar of the year, so this guy would get two!

W. L. Gregson & Company say of the provision situation: "That part of the trade who are willing to discount the future by selling January product on the recent decline in hogs after having time to reconsider their action were very busy late in the week readjusting their position to one that is nearer actual conditions existing in the present supply and demand of both hogs and product. Hog quality continues much below normal and strange as it may seem about the only finished hogs appearing at Western markets are from what is called here the Northwest, namely, the Dakotas and Minnesota. The nearby position is still in favor of the holders and although new levels for cash and October were reached this week still higher prices are possible. Mess pork for all deliveries still acts oversold. The South is taking side meats freely and any new European business on lard and meats will just add that much more competitive trade to the already good demand for the available supply."

W. G. Press & Company say: "The future provision market, regardless of last week's break in hog values, remains firm. Hogs advanced this week and the demand for cash

product is considerably improved. While the cash trade has not been dull at any time, it is much improved over last week. The stock of pork is so light that there is little comfort for shorts in October pork. Stock of ribs is light and as we are in the midst of the cotton picking season, the good trade period from the South, stimulates the October futures. Lard, however, seems the strongest on the list, both the nearby and deferred deliveries. The lard season is on and stocks keep decreasing, even with increased hog receipts and added strength is given to lard from the strong prices obtained for other fats. The National Provisioner reports much interest surrounds the purchase of tallow recently by the Russian Government. One authority gives the amount at five million pounds, while another source says 2,225,000 pounds. The amount, however, makes little difference, as we view it, for the same statement further says that there are more inquiries from the same source and bids are on a satisfactory basis, but the difficulty in filling the orders lies in the demand for prompt shipments, so that deliveries can be made before the northern seaports are closed. The cotton oil situation is also a bull factor in lard at present. Stocks of old oil have been exhausted and supplies must now be drawn from the new crop. The crude oil mills are far from anxious sellers and sales made to date have been the smallest on record for this period of the year. This in face of the fact that the ginning figures show record amounts of cotton having been ginned to date. The mills are not securing the seed; in fact, cannot afford to pay present prevailing prices for same and sell their product without losing heavily. They further say the soap trade is anxious buyers of nearby oil, due to the strong grease and tallow market and from all indications the supplies of oil fats in the country are very low. They also state that Europe is almost bare of cotton oil and will probably be forced to buy shortly. While lower hog values are bound to come in November, due to bigger hog receipts that will tax the killing facilities of the packers and have a tendency to depress the deferred deliveries and create a break some time during the big hog receipt period, the present provision situation is indisputably strong and we would not sell December or January futures only on good bulges, but we think December or January futures sold on good swells will some time during November prove profitable."

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**Counselor At Law**

**320 Broadway, New York**

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#### **References:**

Armour and Company Joseph Stern & Sons,  
The Cudahy Packing Inc.  
Co.  
Rosebrock Butter & Manhattan Veal &  
Egg Co., Inc. Mutton Co.  
New York Butchers United Dressed Beef  
Dressed Meat Co. Co.

### **John Agar Co.**

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#### **ASK FREIGHT REFUND ON PEDDLER CARS.**

Swift & Company have filed complaint with the Interstate Commerce Commission at Chicago, against the Cleveland, Cincinnati, Chicago and St. Louis Railroad Company, asking for a refund on large quantities of fresh meats, packinghouse products, etc., in peddler cars from Chicago to points in Indiana during the period from June 15, 1914,

to February 10, 1915, on the ground that the rates charged during that period were unjust by as much as they exceeded the rates previously charged for the same approximate service.

#### **NEW SOUTH AMERICAN TRADE.**

The recent importation of tallow and hides direct to tanners and manufacturers has resulted in the creation of an entirely new

and important flow of business with South America. One of the leading concerns in this line is Compania Sansinena de Carnes Congeladas of Buenos Aires and Montevideo. Mr. Alfred H. Benjamin, 24 State street, New York, is the sole agent in the United States and Canada for this concern, which deals in River Plate and Uruguay beef, mutton and lamb, Argentine chilled beef, hides, stearine, canned meats, fertilizer, dried blood, etc.



## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 2.....	26,086	1,967	36,408	40,772
Tuesday, Oct. 3.....	8,280	1,757	25,508	22,350
Wednesday, Oct. 4.....	19,015	2,000	30,947	35,003
Thursday, Oct. 5.....	5,797	1,981	21,399	25,751
Friday, Oct. 6.....	2,723	339	16,493	23,748
Saturday, Oct. 7.....	1,076	28	11,356	5,707
Total last week.....	63,577	7,172	140,171	153,460
Previous week.....	64,064	8,930	138,754	121,843
Cor. week, 1915.....	44,927	6,170	81,533	80,301
Cor. week, 1914.....	47,083	5,232	104,037	161,637

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Oct. 2.....	3,434	233	2,469
Tuesday, Oct. 3.....	2,880	65	723
Wednesday, Oct. 4.....	5,132	187	2,892
Thursday, Oct. 5.....	3,978	90	1,417
Friday, Oct. 6.....	1,563	140	1,887
Saturday, Oct. 7.....	315	975	576
Total last week.....	17,302	715	10,383
Previous week.....	17,193	1,080	9,185
Cor. week, 1915.....	1,104	18	1,813
Cor. week, 1914.....	16,635	793	22,112

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Oct. 7, 1916.....	1,866,227	6,357,758	3,082,110
Same period, 1915.....	1,722,056	5,329,242	2,561,433
Combined receipts of hogs at eleven points:			
Week ending Oct. 7, 1916.....			475,000
Previous week.....			441,000
Corresponding week, 1915.....			325,000
Corresponding week, 1914.....			405,000
Total year to date.....			21,840,000
Same period, 1915.....			19,177,000
Same period, 1914.....			17,210,000

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Oct. 7, 1916.....	254,400	331,700	424,100
Previous week.....	293,300	332,100	444,800
Same period, 1915.....	243,900	221,000	376,100
Same period, 1914.....	224,500	297,800	473,100
Combined receipts at seven markets for 1916 to Oct. 7, and same period a year ago:			
1916.....	6,375,000	5,371,000	
1915.....	17,975,000	15,167,000	
1914.....	8,320,000	8,177,000	

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Oct. 7, 1916:	
Armour & Co.	29,900
Swift & Co.	21,900
Wilson & Co.	10,500
Morris & Co.	9,100
Hammond Co.	10,100
Western P. Co.	6,900
Anglo-American	4,900
Independent P. Co.	8,800
Boyd-Lunham	5,800
Roberts & Oakie	4,300
Brennan P. Co.	6,400
Miller & Hart	2,400
Others	10,700
Totals	131,400
Total last week	134,000
Total corresponding week, 1915	80,200
Total corresponding week, 1914	83,100
Total for year 1916 to date	5,539,400
Corresponding period, 1915	4,873,400

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$9.65	\$9.45	\$7.40	\$9.90
Previous week.....	9.45	10.40	7.75	10.30
Cor. week, 1915.....	9.20	8.00	5.80	8.85
Cor. week, 1914.....	9.10	7.90	5.20	7.50
Cor. week, 1913.....	8.35	8.25	4.65	7.05
Cor. week, 1912.....	8.05	9.07	3.85	6.45
Cor. week, 1911.....	6.95	6.48	3.80	6.00

## CATTLE.

Good to choice steers.....	\$10.00@11.25
Yearlings, good to choice.....	9.25@11.20
Fair to good steers.....	8.00@9.25
Range steers.....	7.50@8.75
Stockers and feeders.....	6.50@7.75
Good to choice heifers.....	7.00@9.00
Fair to good cows.....	5.50@7.50
Butcher bulls.....	6.00@7.35
Canners.....	3.00@4.50
Cutters.....	4.50@5.25

Bologna bulls.....	5.75@6.25
Good to prime calves.....	10.00@11.75
Heavy calves.....	8.00@10.00

## HOGS.

Prime to light butchers.....	\$9.00@10.00
Fair to fancy light.....	9.40@9.90
Prime med. weight butchers, 220-225 lbs.....	9.50@9.95
Prime heavy weight butchers, 200-320 lbs.....	9.50@9.90
Heavy mixed packing.....	9.10@9.50
Rough heavy mixed packing.....	8.85@9.10
Pigs, fair to good.....	8.25@9.00
Stags (subject to 80 lbs. dockage).....	8.00@10.10

## SHEEP.

Yearlings.....	\$8.00@8.75
Fair to choice ewes.....	6.00@7.25
Preceding ewes.....	7.25@9.50
Wethers, fair to choice.....	7.25@8.10
Western lambs.....	9.50@10.40
Feeding lambs.....	9.50@10.00
Native lambs.....	9.50@10.25

## CHICAGO PROVISION MARKETS

## Range of Prices.

SATURDAY, OCTOBER 7, 1916.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
October.....	\$28.05	\$28.05	\$28.05	\$28.05
December.....	23.80	23.95	23.80	23.90
January.....	23.35	23.50	23.25	23.50
LARD—(Per 100 lbs.)—				
October.....	14.82	15.05	14.82	14.92
December.....	13.95	14.27	13.95	14.25
January.....	13.45	13.57	13.45	13.55
RIBS—(Boxed, 25c. more than loose)—				
October.....	14.10	14.10	14.10	14.10
January.....	12.47	12.55	12.47	12.55

MONDAY, OCTOBER 9, 1916.

PORK—(Per bbl.)—				
October.....	28.05	28.05	27.90	27.90
December.....	23.70	23.70	23.20	23.37
January.....	23.10	23.50	23.10	23.12
LARD—(Per 100 lbs.)—				
October.....	14.90	15.00	14.85	14.85
December.....	14.15	14.22	13.97	13.97
January.....	13.35	13.47	13.32	13.32
RIBS—(Boxed, 25c. more than loose)—				
October.....	13.90	13.90	13.87	13.87
January.....	12.40	12.47	12.32	12.35

TUESDAY, OCTOBER 10, 1916.

PORK—(Per bbl.)—				
October.....	27.85	27.85	27.75	27.75
December.....	23.47	23.55	23.35	23.40
January.....	23.12	23.30	23.12	23.20
LARD—(Per 100 lbs.)—				
October.....	14.85	14.95	14.77	14.80
December.....	13.97	14.10	13.90	13.95
January.....	13.37	13.47	13.32	13.37
RIBS—(Boxed, 25c. more than loose)—				
October.....	13.87	13.87	13.85	13.87
January.....	12.37	12.45	12.35	12.42

WEDNESDAY, OCTOBER 11, 1916.

PORK—(Per bbl.)—				
October.....	27.90	27.90	27.75	27.85
December.....	23.40	23.95	23.40	23.75
January.....	23.37	23.75	23.37	23.57
LARD—(Per 100 lbs.)—				
October.....	14.92	15.02	14.90	14.90
December.....	14.05	14.22	14.00	14.12
January.....	13.50	13.67	13.50	13.60
RIBS—(Boxed, 25c. more than loose)—				
October.....	13.87	13.87	13.87	13.87
January.....	12.55	12.72	12.52	12.60

THURSDAY, OCTOBER 12, 1916.

Holiday.

FRIDAY, OCTOBER 13, 1916.

PORK—(Per bbl.)—				
October.....	27.77	27.77	27.75	27.75
December.....	23.93	24.00	23.85	23.85
January.....	23.80	23.80	23.57	23.67
LARD—(Per 100 lbs.)—				
October.....	15.15	15.20	15.07	15.15
December.....	14.27	14.27	14.12	14.15
January.....	13.62	13.70	13.60	13.70
RIBS—(Boxed, 25c. more than loose)—				
October.....	13.92	13.95	13.92	13.95
January.....	12.72	12.72	12.65	12.70

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.	
Native Rib Roast.....	20 @25
Native Sirloin Steaks.....	25 @28
Native Porterhouse Steaks.....	30 @35
Native Pot Roasts.....	16 @18
Rib Roasts from light cattle.....	14 @18
Beef Stew.....	12 @14
Boneless Corned Briskets, Native.....	16 @18
Corned Rumps, Native.....	16 @18
Corned Ribs.....	11 @12 1/2
Corned Flanks.....	18 @25
Round Steaks.....	15 @25
Round Roasts.....	16 @18
Shoulder Steaks.....	18 @20
Shoulder Roasts.....	14 @16
Shoulder Neck End, Trimmed.....	12 @12 1/2
Rolls Roast.....	16 @18

## Lamb.

Hind Quarters, fancy.....	22 @25
Fore Quarters, fancy.....	18 @20
Legs, fancy.....	22 @25
Stew.....	14 @15
Chops, shoulder, per lb.....	20 @20
Chops, rib and loin, per lb.....	35 @35
Chops, French, each.....	15 @15

## Mutton.

Legs.....	20 @22
Stew.....	12 1/2 @14
Shoulders.....	16 @18
Hind Quarters.....	20 @22
Fore Quarters.....	15 @17
Rib and Loin Chops.....	25 @28
Shoulder Chops.....	18 @20

## Pork.

Pork Loins.....	18 @20
Pork Chops.....	22 @24
Pork Shoulders.....	18 @20
Pork Tenders.....	25 @35
Pork Butts.....	20 @20
Spare Ribs.....	12 @14
Hocks.....	11 @12 1/2
Pigs' Heads.....	8 @8
Leaf Lard.....	16 @16

## Veal.

Hind Quarters.....	20 @22
Fore Quarters.....	14 @16
Legs.....	20 @22
Breasts.....	14 @16
Shoulders.....	15 @20
Cutlets.....	35 @35
Rib and Loin Chops.....	28 @30

## Butchers' Offal.

Suet.....	@ 7
Tallow.....	@ 4
Bones, per cwt.....	@ 75
Calfskins, 8 to 15 lbs.....	@ 31
Calfskins, under 15 lbs. (deacons).....	@ 65
Kips.....	@ 23 1/2

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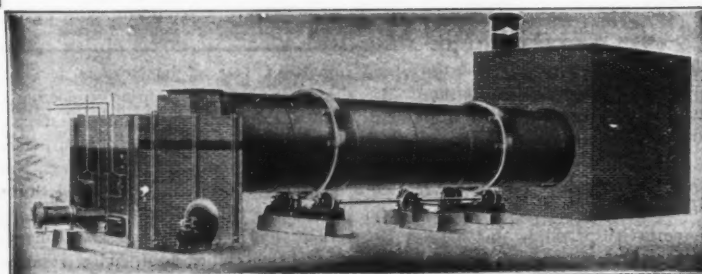
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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14 1/2 @ 15
Good native steers	13 1/2 @ 14
Native steers, medium	12 1/2 @ 13 1/2
Heifers, good	12 @ 13
Cows	9 @ 11
Hind Quarters, choice	17 1/2 @ 18
Fore Quarters, choice	12 1/2 @ 13

## Beef Cuts.

Beef Tenderloins, No. 1	@ 35
Beef Tenderloins, No. 2	@ 32
Steer Loin, No. 1	@ 26
Steer Short Loin, No. 1	@ 30
Steer Loin, No. 2	@ 19
Steer Short Loin, No. 2	@ 26
Cow Loin	12 1/2 @ 13 1/2
Cow Short Loin	17 1/2 @ 18
Steer Loin Ends (blps)	@ 21
Cow Loin Ends (blps)	@ 21
Strip Loin, No. 3	10 1/2 @ 11 1/2
Strip Loin, No. 3	@ 12
Steer Ribs, No. 1	@ 19
Steer Ribs, No. 2	@ 17
Cow Ribs, No. 1	@ 16
Cow Ribs, No. 2	@ 15
Cow Ribs, No. 3	@ 10
Rolls	13 1/2 @ 15 1/2
Steer Ribs, No. 1	@ 14 1/2
Steer Ribs, No. 2	@ 13
Cow Ribs, No. 1	@ 11
Flank Steak	@ 15
Rump Butts	@ 12
Steer Chucks, No. 1	11 @ 12 1/2
Steer Chucks, No. 2	@ 10 1/2
Cow Chucks	@ 8 1/2
Boneless Chucks	@ 10 1/2
Steer Plates	@ 10 1/2
Medium Plates	@ 10
Briskets, No. 1	@ 10 1/2
Briskets, No. 2	@ 11
Shoulder Clods	@ 13 1/2
Steer Navel Ends	@ 9
Cow Navel Ends	@ 8 1/2
Fore Shanks	@ 7 1/2
Hind Shanks	@ 6 1/2
Hanging Tenderloins	@ 12
Trimming	@ 9 1/2

## Beef Offal.

Brains, per lb.	7 @ 7 1/2
Heart	8 1/2 @ 9
Tongues	@ 17
Sweetbreads	@ 20
Ox Tail, per lb.	7 1/2 @ 8
Fresh Tripe, plain	@ 4 1/2
Fresh Tripe, H. C.	@ 7 1/2
Livers	@ 7 1/2
Kidneys, each	@ 5 1/2

## Veal.

Heavy Carcass, Veal	12 @ 13 1/2
Light Carcass	10 1/2 @ 11 1/2
Good Carcass	18 @ 18 1/2
Good Saddle	@ 20
Medium Racks	@ 13
Good Racks	@ 10 1/2

## Veal Offal.

Brains, each	@ 7 1/2
Sweetbreads	@ 4 1/2
Calif Livers	18 @ 21
Heads, each	@ 25

## Lamb.

Good Caul Lamb	@ 14
Round Dressed Lamb	@ 17
Saddles, Caul	@ 17
R. D. Lamb Fores	@ 14
Caul Lamb Fores	@ 13
R. D. Lamb Saddles	@ 19
Lamb Fries, per lb.	@ 20
Lamb Tongues, each	@ 4
Lamb Kidneys, per lb.	@ 12

## Mutton.

Medium Sheep	@ 13
Good Sheep	@ 15
Medium Saddles	@ 15
Good Saddles	@ 17
Good Fores	@ 13
Medium Racks	@ 11
Mutton Legs	@ 17
Mutton Loin	@ 10
Mutton Stew	@ 10
Sheep Tongues, each	@ 2 1/2
Sheep Heads, each	@ 10

## Fresh Pork, Etc.

Dressed Hogs	@ 10 1/2
Pork Loin	@ 17 1/2
Leaf Lard	@ 30
Tenderloins	@ 11
Spare Ribs	@ 17
Butts	@ 11
Hocks	@ 15 1/2
Trimming	@ 18
Extra Lean Trimming	@ 8
Tails	@ 4 1/2
Snouts	@ 7 1/2
Pigs' Feet	@ 9
Pigs' Heads	@ 9
Blade Bones	@ 9
Blade Meat	@ 13 1/2
Cheek Meat	@ 3
Hog Livers, per lb.	2 1/2 @ 4
Neck Bones	@ 15 1/2
Skinned Shoulders	@ 10
Pork Hearts	@ 15
Pork Kidneys, per lb.	@ 6
Pork Tongues	@ 6
Slip Bones	@ 5 1/2
Tail Bones	@ 14 1/2
Brains	@ 18 1/2
Backfat	@ 14 1/2
Hams	@ 18 1/2
Cans	@ 14 1/2

## Bellies

## Shoulders

## SAUSAGE.

## Columbia Cloth Bologna.

## Bologna, large, long, round, in casings.

## Choice Bologna

## Frankfurters

## Liver, with beef and pork.

## Tongue

## Minced Sausage

## New England Sausage

## Prepared Luncheon Sausage

## Special Compressed Sausage

## Oxford Lean Butts

## Polish Sausage

## Garlic Sausage

## Country Smoked Sausage

## Country Sausage, fresh

## Pork Sausage, bulk or link

## Pork Sausage, short link

## Boneless lean butts in casings

## Luncheon Roll

## Delicatessen Loaf

## Jellied Roll

## Summer Sausage.

## Best Summer H. C. (new)

## German Salami

## Italian Salami (new goods)

## Holsteiner

## Mettwurst

## Farmer

## Sausage in Brine.

## Bologna, kitta

## Bologna, 1/2 @ 1/2

## Pork link, kitta

## Pork links, 1/2 @ 1/2

## Polish sausage, kitta

## Polish sausage, 1/2 @ 1/2

## Frankfurters, kitta

## Frankfurters, 1/2 @ 1/2

## Blood sausage, kitta

## Blood sausage, 1/2 @ 1/2

## Liver sausage, kitta

## Liver sausage, 1/2 @ 1/2

## Head cheese, kitta

## Head cheese, 1/2 @ 1/2

## VINEGAR PICKLED GOODS.

## Pickled Pigs' Feet, in 200-lb. barrels

## Pickled Plain Tripe, in 200-lb. barrels

## Pickled H. C. Tripe, in 200-lb. barrels

## Pickled Ox Lips, in 200-lb. barrels

## Pickled Pork Snouts, in 200-lb. barrels

## Sheep Tongues, Short Cut, barrels

## CORNED, BOILED AND ROAST BEEF.

## No. 1, 2 doz. to case

## No. 2, 1 or 2 doz. to case

## No. 6, 1 doz. to case

## No. 14, 1/2 doz. to case

## EXTRACT OF BEEF.

## 2-oz. jars, 1 doz. in box

## 4-oz. jars, 1 doz. in box

## 8-oz. jars, 1/2 doz. in box

## 16-oz. jars, 1/2 doz. in box

## BARRELED BEEF AND PORK.

## Extra Plate Beef, 200-lb. barrels

## Plate Beef

## Prime Meat Beef

## Meat Beef

## Beef Hams (220 lbs. to bbl.)

## Rump Butts

## Meat Pork

## Clear Fat Backs

## Family Rack Pork

## Bean Pork

## LARD.

## Pure lard, kettle rendered, per lb., tes.

## Pure lard, substitute, tes.

## Lard, compound

## Cooking oil, per gal. in barrels

## Cooks' and bakers' shortening tubs

## Barrels, 1/4 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 60 lbs., 1/4 c. to 1 c. over tierces.

## BUTTERINE.

## 1 to 6, natural color, solids, f. o. b. Chi.

## Cargos, rolls or prints, 1 lb.

## Cartons, rolls or prints, 2 @ 15 lbs.

## Shortenings, 30 @ 60 lb. tubs

## DRY SALT MEATS.

## (Boxed. Loose are 1/4 c. less.)

## Clear Bellies, 14 @ 16 avg.

## Clear Bellies, 18 @ 20 avg.

## Fat Backs, 10 @ 12 avg.

## Fat Backs, 12 @ 14 avg.

## Fat Backs, 14 @ 16 avg.

## Extra Short Clears

## Extra Short Ribs

## D. S. Short Clears, 20 @ 25 avg.

## Butts

## Bacon meats, 1 1/2 c. more.

## WHOLESALE SMOKED MEATS.

## Hams, 12 lbs., avg.

## Hams, 16 lbs., avg.

## Skinned Hams

## Cans, 4 @ 6 lbs., avg.

## Cans, 6 @ 12 lbs., avg.

## New York Shoulders, 8 @ 12 lbs., avg.

## Breakfast Bacon, fancy

## Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.

## Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.

## Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.

## Dried Beef Sets

Dried Beef Insides	@ 28 1/2
Dried Beef Knuckles	@ 29 1/2
Dried Beef Outsides	@ 29
Regular Boiled Hams	@ 28
Smoked Boiled Hams	@ 29
Boiled Calas	@ 21
Cooked Loin Rolls	@ 35
Cooked Rolled Shoulder	@ 21

## SAUSAGE CASINGS.

## P. O. B. CHICAGO.

Beef rounds, per set	@ 13
Beef exports, rounds	@ 18
Beef middles, per set	@ 40
Beef bungs, per piece	@ 15
Beef weasands	@ 7 1/2
Beef bladders, medium	@ 80
Beef bladders, small, per doz.	@ 75
Hog casings, free of salt	@ 50
Hog middles, per set	@ 12
Hog bungs, export	@ 16
Hog bungs, large	@ 7 1/2
Hog bungs, prime	@ 6
Hog bungs, narrow	@ 3
Hog stomachs, per piece	@ 4
Imported wide sheep casings	.
Imported medium wide sheep casings	.
Imported medium sheep casings	.

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## FERTILIZERS.

Dried blood, per unit	3.30 @ 3.35
Hoof meal, per unit	3.00 @ 3.05
Concentrated tankage, ground	2.80 @ 2.90
Ground tankage, 11%	3.20 @ 3.25
Ground tankage, 9 and 20%	3.05 @ 3.10
Crushed tankage, 9 and 20%	2.85 @ 3.00
Ground tankage, 6 1/2 and 30%	25.00 @ 28.00
Ground raw bone, per ton	27.00 @ 28.00
Ground steam bone, per ton	23.00 @ 23.50

## HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	100.00 @ 175.00
Horns, black, per ton	30.00 @ 31.00
Horns, striped, per ton	30.00 @ 31.00
Horns, white, per ton	48.00 @ 50.00
Flat shin bones, 40 lbs. av., per ton	60.00 @ 65.00
Round shin bones, 38-40 lbs., av., per ton	60.00 @ 65.00
Round shin bones, 50-52 lbs., av., per ton	70.00 @ 75.00
Long thigh bones, 90-95 lbs., av., per ton	90.00 @ 100.00
Skulls, jaws and knuckles, per ton	33.00 @ 35.00

## LARD.

Prime steam, cash	@ 14.95
Prime steam, loose	@ 14.70
Leaf	@ 14.50
Compound	@ 12 1/2
Neutral lard	@ 16

## STEARINES.

Prime oleo	14% @ 14 1/2
Tallow	@ 14
Grease, yellow	8% @ 9
Grease, A white	10% @ 10 1/2

## OILS.

Oleo oil, extra	@ 14 1/2
Oleo oil, No. 2	@ 14
Oleo stock	12 1/2 @ 13
Linseed, bbls.	@ 85
Corn oil, loose	9% @ 10

## TALLOW.

Edible	10% @ 11
Prime City	10% @ 10 1/2
Prime Country	10% @ 10 1/2
Packers' Prime	10% @ 10 1/2
Packers' No. 1	9 1/2 @ 9 3/4
Packers' No. 2	8 1/2 @ 8 3/4

## GREASES.

White, choice	10% @ 10 1/2
White, "A"	10% @ 10 1/2
White, "B"	9% @ 9 1/2
Bone	8 @ 9
Crackling	9 @ 9 1/2
House	8 1/2 @ 8 3/4
Yellow	8 1/2 @ 9 1/4
Brown	7 1/2 @ 8
Glycerine, C. P.	@ 45
Glycerine, dynamite	@ 43
Glycerine, crude soap	@ 30
Glycerine, candle	@ 32

## COTTONSEED OILS.

P. S. Y., loose	@ 82
P. S. Y., soap grade	@ 81
Soap stock, bbls., concn., 62 @ 65% f. a.	@ 4 1/2
Soap stock, loose, reg., 50% f. a.	@ 2 1/2

## COOPERAGE.

Ash pork barrels, black iron hoops	1.15 @ 1.20
Oak pork barrels, black iron hoops	1.30 @ 1.35
Ash pork barrels, galv. iron hoops	1.25 @ 1.30
Red oak lard tierces	1.52 1/2 @ 1.55
White oak lard tierces	1.80 @ 1.85
White oak ham-curing tierces, g. l. hoops	1.90 @ 2.00

## CURING MATERIALS.

Refined saltpetre	@ 25
Refined nitrate of soda, car lots f. o. b.	.
N. Y.	5 @ 5 1/2
Boracic acid, crystal to powdered	11% @ 15
Borax	6% @ 7 1/2
Sugar	.
White, clarified	@ 2
Plantation, granulated	@ 2
Yellow, clarified	@ 2
Salt	.
Ashton, in sacks, 224 lbs.	2.50
Ashton, car lots, per sack	2.35
English packing, T. H. & Co., car lots, per sack	1.72
English packing, Cheshire, car lots, per sack	1.65
English packing, pure dried vacuum, per sack	1.67
English packing, Liverpool ground alum, per sack	1.40
Michigan, granulated, car lots, per ton	3.81
Michigan, medium, car lots, per ton	4.31
Casing salt, 250 lbs., 2x@3x, car lots, per bbl.	1.37

## Prices f. o. b. Chicago.

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS Danger of Selling a Retail Business Without Getting Full Cash Payment

Written for The National Provisioner by Elton J. Buckley.

Nowadays, when a man starts out to sell his business, it seems to be getting harder and harder to find a buyer who has enough cash to buy and pay spot cash in full. A buyer will have some cash, and this he will be willing to pay on account, giving notes for the balance, or taking a lease instead of a bill of sale.

In such a case the seller will endeavor to safeguard himself in various ways, some of which are good, some bad, but none certain, as I shall show by a case which has just been decided, and which fairly represents the law throughout the United States. The matter is important, for the reason that probably more businesses are sold "on time" to-day than in any other way.

The business involved in the case I am about to discuss was a retail meat and provision business, but of course the facts might be and the law would be the same no matter what the business was.

In the case referred to a concern named Hyde Bros. owned a retail store, which they wanted to sell. They found a buyer in a man named Snyder, who agreed to pay \$3,800 for it. He had only \$500 cash, and this he paid on account, giving a series of notes for the balance, one to be paid each month. There was an agreement, holding title in the business and everything connected with it, in Hyde Bros. until it was paid for.

Snyder got no bill of sale, but only a receipt for his \$500. His part of the agreement bound him to pay one of the notes each month, to pay the rent, keep up the stock, and pay for all bills contracted in the running of the business.

Hyde Bros. reserved the right to look at the books and examine into the business any time they liked, in order to see if everything was going right. If Snyder failed to pay any one of the notes, and let sixty days go by without paying it, Hyde Bros. should have the right to take the store back.

Under this agreement Snyder took the place over, changed the signs, both inside and outside the store, and generally gave it out that he had bought. He failed to make good, and after one of the notes had remained unpaid for sixty days, Hyde Bros. took the store back.

### The Danger Which a Seller Runs.

Shortly after Snyder had gotten out a wholesale meat man, to whom he owed \$509.69 for goods bought while running the place, started suit and attached the stock and fixtures in the hands of Hyde Bros.

This, then, is the danger which the seller of any business runs if he does not get all his money at once. There is only one way to guard against it, as the court pointed out in deciding this case. It is to keep in touch with the books and see that no bills are becoming delinquent.

If this is not guarded against a man may sell a business on time, and after the seller defaults in his payments find, when he takes it back, that it is loaded with debts which when paid will wipe the whole thing out.

The theory which Snyder's creditor worked on in his attachment was ingenious and perfectly logical and right. He proceeded under the bulk sales law, which all States now have, and which declares that where the owner of a business shall sell it out in bulk without his creditors having had notice, they (the creditors) can consider the sale fraudulent as to them, and attach the goods in the hands of the buyer.

Snyder's creditor claimed to know nothing of the secret arrangement between Hyde Bros. and Snyder. So far as he knew, Hyde Bros. had sold their business outright to Snyder, and Snyder had sold it back again to Hyde Bros. *without, however, giving his creditors the notice required by the bulk sales act.* Therefore he was entitled to consider Snyder's sale fraudulent as to him, and to attach the stock and fixtures in Hyde Bros.' hands.

Under the facts of the case, which, I think, are the facts of most such cases—particularly as to the buyer holding himself out as the owner—the same thing could be done in practically every State of the Union.

### The Attaching Credit Upheld by the Court.

The result in the case under discussion was a court decision upholding the right of Snyder's creditor to do what he had done. He was therefore permitted to collect the full amount of his claim from Hyde Bros. The Appeal Court said:

It is clear that the terms of the sale by Hyde Bros. to Snyder were not known to Snyder's creditor, and that the goods delivered by the creditor to Snyder were sold on the faith and credit of the business then being openly conducted and avowedly owned by him. Hyde Bros. knew or could have known by inspection of Snyder's books that the creditor was furnishing goods and supplies to keep up the stock in the store, and that these accounts were not being paid by him.

The alleged lien on the stock was a secret one. Hyde Bros. permitted, if not induced the plaintiff to improve and enlarge this stock for their benefit, without notice to him of their claim against the original stock and the additions innocently made to it by the plaintiff. This conduct induced a credit in Snyder, so as to keep the business a going one at the expense of creditors who were misled to their injury by this secret agreement between the apparent owner and Hyde Bros.

The whole point of the decision was this: that Hyde Bros. allowed Snyder to hold himself out as the owner, and to run up bills on the strength of being the owner. That being true, they could not now step in and, by taking everything over, prevent a person who had fallen into the trap they had helped to set from recovering his just dues.

Any court, I believe, would have decided the case in the same way.

### How to Prevent Such Things.

How could this have been prevented? I do not think it could have been, so long as the seller of the business permitted the "buyer" to hold himself out as the owner. Except, as I have suggested, by keeping in touch with the business.

Nor could it always be prevented by not allowing the buyer to hold himself out as the owner. If the old owner still continued to represent himself as the owner, but allowed the buyer to buy for the current needs of the business, then the old owner would be responsible for the buyer's obligations, for the latter in that case would be held to be his agent.

There is but one way to absolutely prevent such things, and that is to sell a business only for full cash payment.

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### COST OF DELIVERY SERVICE.

The Bureau of the Census of the United States proposes to inaugurate an investigation concerning the cost of the delivery service of the retail merchants of the country. Of course, the investigation is linked up with the inevitable "high cost of living" cry, the Bureau apparently being of the opinion that retail delivery is an added burden on the consumer. This may be true in a certain sense, but it should not be forgotten that it is considerably more of a burden to the retailer who provides the service than to his customers.

Just as an example, an efficient delivery system is part of a service rendered by any progressive dealer. It constitutes a considerable percentage of his overhead expense. He is compelled to have it because his patrons demand it. It is a fixed charge which he is unable to get away from, unless he discards it entirely and does a cash-no-delivery business, which is only practicable in certain localities.

If the Bureau of the Census proposes to go about revolutionizing the retail delivery service of the country, with the object of reducing the expense along this line, the retailers will give three rousing cheers, but they will assume, and rightly, that any saving should redound to their benefit and not to the consumers. The Bureau is making a bad guess if it imagines that if it is enabled to reduce delivery expense, say 3 per cent., the retailers will reduce their prices to the consumer that much.

Quite likely the Bureau never heard of the movement for co-operative delivery that is now agitating the retail merchants of the country and which has been such a pronounced success in scores of towns. This movement is in the interest of retailers exclusively, who find that the exactions of the individual delivery service are making it difficult to make a decent living. Consumers naturally derive a benefit in more efficient service, but it can be put down as a cold



fact that co-operative delivery does not mean lower prices.

However, this proposed investigation should be a good thing for the retailers, although the Bureau appears to be approaching it from the wrong angle. When the investigators find that delivery service is the "white man's burden" of the retailers and not of the consumers, they may feel inclined to change their viewpoint and bring some constructive and scientific thought to bear on the subject that will eventually help in solving a real problem in merchandising.

One could have hoped, however, that this investigation had been placed in the hands of the Federal Trade Commission, as this body has shown a disposition to be of real assistance to the distributing class. Its first thought in connection with the improvement of the delivery service would doubtless have been how to go about it to benefit the retailer, because its work so far has brought the realization that the welfare of the distributor is vitally linked up with that of the consumer.—Interstate Grocer.

#### LOCAL AND PERSONAL.

J. T. Martin has purchased the meat market at Virginia avenue and Second street, South Cumberland, Md., which has been conducted by M. F. and R. T. Elfish for the past twelve years.

W. S. Taylor, of Bellows Falls, Vt., has purchased a grocery and meat business in Hartford, Vt.

Clayton's meat market in Avalon, Waxahachie, Tex., has been destroyed by fire.

A branch meat market will be opened at Marion and Mulberry streets, Reading, Pa., by Gougler & Luft, whose main market is located at 818 Penn street.

The National Market Company has opened a meat market in the Rankin House, East State street, Sharon, Pa.

First National Grocery Stores Company, Jersey City, N. J., to deal in groceries, provisions and supplies, has been incorporated with a capital stock of \$125,000.

Public Service Grocery, Inc., Yonkers, N. Y., to conduct a retail grocery and provision business, has been incorporated with a capital stock of \$500,000 by C. H. Egeln, Irvington, N. J.; H. Heckinger, 30 Church street, New York, N. Y., and C. B. Drake, Yonkers, N. Y.

A meat and poultry market will be opened in the Brooklyn Hotel building, Petaluma, Cal., by Benjamin Cortz.

John Eggers has sold his meat market in Ireton, Ia., to Stewart Brodie.

Plans are being prepared for the new municipal market to be located on First avenue and Pennsylvania street, Evansville, Ind.

Hockenbary & Miller, meat dealers, have moved into their new building in Aurora, Neb.

E. O. Weigert, member of the former meat firm of Weigert & Crouse, has purchased the fixtures and stock of Frank Swisher at Waynesboro, Pa., and will open a meat market.

Charles Swain, formerly of the firm of Swain & Cadieux, has opened the White Market in Derby, Conn., with a line of meat, fish and provisions.

C. H. Piggott and Walter L. Swentzel have opened a meat and grocery market in West Union, W. Va.

A. Thomsen celebrated the twenty-fifth anniversary of the opening of his butcher shop at 2303 Leavenworth street, Omaha, Neb., with a banquet at the Harney Hotel to his employees and their families.

Frank McIver has opened a meat market in Monson, Me.

E. E. Bessire has purchased the Kelchner meat market at 115-117 South Topeka street, Wichita, Kan., and organized the Consumers' Mercantile Company. This is the largest store of its kind in Kansas.

J. F. Chambers is engaging in the meat business in the building in Marlow, Okla., recently occupied by the Bray Cash Store.

L. A. Horn & Son have purchased the butcher shop of Wait & Hogan at Checotah, Okla.

T. C. Bailey has sold out his meat market in Carnegie, Okla.

James Bell has succeeded to the interest of his partner, Henry Kranz, in their meat business at Haven, Kan.

George Lewis has disposed of his interest in the meat firm of Miller & Lewis, Jamestown, Kan., to N. J. Chapman.

F. P. Watkins has opened a meat market in the Hickman building, Spiro, Okla.

L. L. Longfellow has purchased the Williams butcher shop in Woodward, Okla.

Blair & Love have engaged in the meat business at Konawa, Okla.

James Wolf has purchased the meat market of L. G. Cochran at Fort Dodge, Kan.

George H. Osborn has engaged in the meat business at 1402 North St. Francis avenue, Wichita, Kan.

W. R. Varnell has been succeeded in the meat business at Hobart, Okla., by John Massey.

Ed. Sinnett has re-opened the Sanitary Meat Market at Billings, Mont.

John B. Scobbie, a butcher of 191 Warren street, Boston, Mass., has filed a petition in bankruptcy with \$2,291 liabilities and no assets.

Lyman E. Kane, formerly in the meat business, died at his home in Newark, N. J., at the age of 69.

The meat firm of Main & Bontiller, Devon, Conn., has been dissolved, Mr. Bontiller having disposed of his interest to George Main, who will continue to conduct the business.

William Wolf, formerly a butcher in Flushing, N. Y., died at his home there in his 30th year.

L. J. Schill, of Gowrie, has purchased the meat market in Duncombe, Ia., formerly conducted by N. J. Olson.

C. E. Bradley, of Gravity, has purchased James Shum's meat market in Clarinda, Ia.

M. R. Williams has disposed of his butcher shop in Imperial, Neb.

Henry Zubick has purchased the meat business of Otto Conrad at Harbine, Neb.

A. W. Percy is erecting a building at Moorcroft, Wyo., and will install a meat market.

Orvil Mason is about to engage in the meat business at Longmont, Col.

The Greenough-Hurley Company, Spokane, Wash., which handles meats, has sustained a small fire loss.

The Spokane Meat & Poultry Company has moved from W18 Main avenue to W1117 First avenue, Spokane, Wash.

Edward LeRoy has engaged in the meat business at Maple Rapids, Mich.

E. M. Simmons has purchased the meat business of Nelson & Sons at Los Angeles, Cal.

W. E. Wiltner is building a new butcher shop in Havre, Mont.

A. T. Brewer has sold his interest in the Selma Meat Market, Selma, Cal., to his brother, J. H. Brewer.

J. D. Grant has sold his meat market in Glenwood, Ark., to D. H. Dixon.

H. L. Cobb will move his meat market to a new location in Savannah, Mo.

Fred Koehler, formerly in business at Thebes, Ill., has bought Winter Bros.' meat market in Cairo, Ill.

Mrs. M. A. Davis has sold her meat and grocery market in Carmi, Ill., to M. Mitchell.

Willis A. Coleman, meat dealer of Grand Rapids, Mich., has filed a petition in bankruptcy.

D. P. Williams, a meat dealer, died at his seventy-one.

C. G. Johnson has opened a meat market at 231 Central avenue, Duluth, Minn.

The sale of meat in the seventy-one retail stores conducted in St. Louis, Mo., by the Kroger Grocery & Baking Company has been discontinued.

Harry Berry bought a meat market in Tingley, Iowa.

Truman Hall has sold his meat market in Granada, Minn., to his son, Clyde Hall.

A meat market has been opened in Morris, Minn., by Loeffler & Carney.

Joseph Worth has purchased the Braddock Meat Market, Braddock, No. Dak.

P. N. Dufault and Henry Wilkins bought a meat market in Langdon, No. Dak.

A meat market will be opened in Shields, No. Dak., by Robert Evans.

H. Bosaker has sold his meat market in Summit, So. Dak., to G. W. Savage.

Arthur Lehmkuhl has purchased George Jennerjohn's interest in the meat market at Forestville, Wis.

Benjamin Logan has purchased the meat market in Gays Mills, Wis., formerly conducted by Triggs & Hines.

The meat market in Genoa Junction, Wis., formerly conducted by Brunswick & Son, has been purchased by John Foreman.

Neilsen Brothers have sold their meat market in Grafton, Wis., to Charles Tillman.

Albert and William Wenzel, doing business as the Palace Meat Company, Marshfield, Wis., will dissolve partnership November 1, and both will open butcher shops of their own.

#### HIDE AND SKIN MARKETS.

(Continued from page 150.)

stocks of winter spreads. The same killer also moved seven cars June-December spreads at 27½¢ for June and December and 27¾¢ for July to November inclusive. Last sales were at 27 and 27½¢ for these months' salting. Sellers are now talking 28½¢ for further movement and bids of 28¢ are reported declined for several cars of June and Julys. Branded hides are also strong and sellers are now talking butt brands at 24½ to 25¢ nominal; Colorados, 24@24½¢ asked. Native cows, all weights, are steady at 24@24½¢ nominal and native bulls 22@23¢ asked as to salting. Nothing new is reported in this market on local small packer hides. Native cows, all weights, are quoted at 22@23¢; native steers, 25@25½¢ asked, and native bulls, 21@21½¢ normal.

**CALFSKINS.**—Under the prevailing exciting hide market holders of New York packer and city calfskins hardly know what to ask, and authentic quotations are rather difficult to give. A car of N. Y. Cities sold during the past week at \$3.35, \$3.85 and \$4.35, but sellers are now talking 10¢ above these figures. There is very little stock available, as most collectors are closely sold up to the first of October. Butchers have advanced their prices 1¢ per pound on green calf and 10¢ each on pigskins on the first of the month. Straight outside cities are quoted at 15¢ under the above prices.

**HORSEHIDES.**—Firm and higher. Eastern cities are held at \$7@7.25 asked. Fronts are quoted at \$4.75@5 and butts \$2.70@2.75 nominal. Buenos Ayres horse are strong and active, with sales noted of 5,000 8-kilo average at \$6 and \$2,000 B. A's at \$6.12½.

**COUNTRY HIDES.**—The market is sensitive and continues in good demand. Dealers in the country are excited and not anxious sellers, talking higher prices. Ohio and Pennsylvania buffs are quoted at 21½@22¢ as to quality. Boston brokers are talking 22¢ firm for current Ohio buffs. Extremes are strong and held at 23½@24¢ asked as to seller, lot, etc., with the inside recently paid for several car lots and outside rumored paid for choice goods. Bulls are quoted firm at 18¢. Southern hides are firm under light offerings and in sympathy with the Northern hide situation. Sellers are demanding 20½@21¢ for far southern hides as to section and seller; north-erns are quoted at 21@21½¢. These figures for 25@60 lb. hides flat basis. Extremes are valued up to 22½¢ for good northern goods flat basis. Canadians and New Englanders are steady but quiet. Market firm with neither tanners nor dealers anxious to trade. Tanners believe they can purchase all weights at 20½¢ flat basis, but some sellers are demanding 21¢ for business. Bulls are quoted at 20¾@21¢ nominal for business. Extremes 22¢ asked. N. Y. State hides are steady and firmly held at 20@20½¢ flat and some talking as high as 21¢.

**DRY HIDES.**—The entire market rules decidedly strong and generally excited on common varieties. Tanners are continually in the market for supplies, but trading is naturally restricted owing to the limited available (Continued on page 162.)

# New York Section

Swift & Company's sales of beef in New York City for the week ending October 7 averaged as follows: Domestic beef, 11.63c. per pound.

The Fulton Market Live Carp Company, Inc., to conduct a fish business, has been incorporated with a capital stock of \$30,000 by D. Finkelstein, 206 East 115th street, New York, N. Y.; R. Hefter, 963 Avenue St. John, New York, N. Y., and H. V. Lyons, 738 Greene avenue, Brooklyn, N. Y.

Retail kosher butchers have laid a complaint before District Attorney Swann that in the recent increase in live poultry prices the Wholesale Live Poultry Dealers' Association had violated the Anti-Trust law by combining and agreeing on prices. The District Attorney promises to investigate.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 7, 1916, by the New York City Department of Health: Meat—Manhattan, 176 lbs.; Brooklyn, 8,053 lbs.; Bronx, 30 lbs.; total, 8,259 lbs. Fish—Brooklyn, 50 lbs.; Richmond, 15 lbs.; total, 65 lbs. Poultry and Game—Brooklyn, 6 lbs.

The report of former City Chamberlain Henry Bruere as an efficiency expert after a survey of city departments for Mayor Mitchel contained a recommendation that wholesale terminal markets be established by the city. He found the nine public markets now operated by the city to be tending to improve the distribution of foodstuffs in some degree, but that there are not enough of them to be as effective as is desirable. He found the facilities at most of the nine entirely inadequate to meet present needs. More such markets, better equipped, would be beneficial in his opinion.

Charles and Albert Rohe headed the New York delegation of more than twenty men which attended the A. M. P. A. convention at Cincinnati. Needless to say, the crowd had a fine time under such chaperonage. The representation from New York included the Rohes, Otto Stahl, George Kern, Charles Hutwelker, Adolf Becker, brokers H. C. Zaun and William G. Agar, casings experts Henry Hoenigsberger, Max Marx and K. N. Farkas, spice specialist Sam Stretch, borax bill H. L. Harris, George A. Schmidt, J. G. Hugel the scale man, Lewis Koerner the salt man, William von Bargaen of Armour's, engineer Hiram Cohn, of the U. S. Sanitary Separating Apparatus, Inc., a bunch of scribes, and some more.

The case of the State vs. Armour & Company, on appeal by defendants, was heard by the Appellate Division of the Supreme Court this week before Justices Jenks, Stapleton, Thomas, Rich and Mills. The appeal is from the decision of the Court of Special Sessions of Yonkers on June 14, 1915, convicting defendants of violation of the Brooks Container and Net Weight Law, in selling bacon

wrapped with paper and string without marking the net weight of the meat or of the container thereon. John B. Stanchfield appeared for Armour & Company and Deputy Attorney-General E. G. Griffin for the State. Both sides submitted briefs and argued the case. Decision was reserved.

## THE RETAIL PRICE OF FOOD.

Reports to the Bureau of Labor Statistics from approximately 725 retail dealers in 44 of the principal industrial cities of the United States, shows a decline of less than 1 per cent. from June 15 to July 15, 1916, in the combined price of the principal articles of food.

This was largely due to the decline in the price of beef. The prices of pork and lard, made slight advances. The most marked changes were in potatoes, which declined 19 per cent.; eggs advanced 7 per cent., and beans, which advanced 21 per cent.

A comparison of prices from July 15, 1912, to July 15, 1916, shows an advance in the prices of all articles combined of 16 per cent., each article for which prices were carried for the period showing an advance.

Round steak advanced 24 per cent. from July 15, 1912, to July 15, 1916, which was a greater advance than shown for any other meat, and sugar advanced 41 per cent., a greater advance than made by any other article.

From July 15, 1915, to July 15, 1916, there was an advance on all articles combined of 16 per cent. Flour declined 7 per cent., sugar advanced 25 per cent., and all meats advanced, from bacon 7 per cent., to hens 17 per cent.

## PRICES OF MEAT ANIMALS.

From reports of several thousand correspondents all over the country sent to the Bureau of Crop Estimates, Department of Agriculture, the following statement of the prices for meat animals has been issued:

"The prices of meat animals—hogs, cattle, sheep, and chickens—to producers of the United States increased 4.1 per cent. from August 15 to September 15; in the past six years prices increased in like period 0.9 per cent. On September 15 the index figure of prices for these meat animals was about 23.7 per cent. higher than a year ago, 10.5 per cent. higher than two years ago, and 22.5 per cent. higher than the average of the past six years on September 15.

"The price of hogs on September 15 averaged for the United States \$9.22 per 100 pounds, compared with \$8.61 a month before, \$6.79 a year ago, and \$7.48, the average September 15 price of the past six years.

"Beef cattle averaged \$6.55 per 100 pounds, compared with \$6.51 a month ago, \$6.06 a year ago, and \$5.46, the average September 15 price of the past six years.

"Sheep averaged \$6.25 per 100 pounds, compared with \$6.22 a month before, \$5.06 a year ago, and \$4.49, the average September 15 price of the past six years."

## HIDE AND SKIN MARKET.

(Continued from page 161.)

stocks. Importers are very bullish on the future of the market, due to the high prices obtained both in the packer and frigorifico markets and higher prices are being talked on fresh arrivals of Bogotas, Orinocos and Puerto Cabellos, etc., than last realized, which were 34½c. for Bogotas and Orinocos and 34c. for Puerto Cabellos. Small scattering sales have been made at higher prices and it is reported that 1,250 country Guatemalas sold at 34c., which puts cities on a 35c. basis. Also about 1,000 Salvadors sold at 35c. and 800 dry salted Porto Ricans at 26½c., which is 1½c. advance on the latter over last sales. Some 1,800 dry salted Peruvians sold at 25c. for various weights and about 2,000 Central Americans at the unchanged prices of 33½c. The River Plate market continues very strong and advancing. Some big sales have taken place there during the past week for U. S. tanners. One large packer tanner purchased about 30,000 B. A's 10-11 kilos at 36c., while another American buyer obtained about 20,000 Montevideos 10-11 kilos, including 20 per cent. No. 2's all winter haired at 38c. An offering is noted of 10,000 Montevideos 10-11 kilos 20 per cent. No. 2's at 39c. B. A's are being held at 37c. and Cordobas 10-11 kilos 15 per cent. No. 2's all winter haired at 39½/39½c. Very high prices are being talked for Brazils, but these are so much above the views of buyers here that no trading is noted. Some shippers continue to talk up to 42c. for light average Cearas which last sold at 39c. and therefore importers are staying out of the Brazilian market so as not to excite conditions any more than they have to. A sale was made early in the period of 5,000 Bahia Minas at 36½c. and later in the week another importer sold 5,000 Bahia Minas at 37½c. or an advance of a full cent. Chinas are exceptionally strong and active. Several thousand 10-24 lbs. average sold at 21 pence to arrive. The season's goods are being held at 22 @22½ pence as to weights C & F New York.

WET SALTED HIDES.—The present week has been a remarkable one in the history of the frigorifico market. The week's trading was approximately 211,000 hides, going to both Europe and United States tanners. Prices realized vary so much that it is impossible to say what was actually secured up to the present writing. It is reported that Sansimena sold 75,000 steers October, November and December salting at \$60.00 Argentine gold which figures around 28½-29c. in United States. 30,000 Armour steers of similar salting sold of which price is confidential but thought to be steers last half September salting are reported taken over by the packers' own tanning account. Also La Blanca reports selling 70,000 steers from October to March, 1917, salting at various prices ranging from 29½-30c. and 24-000 September to end of year Argentinas sold at 15¼ pence to Liverpool f.o.b. plant. It is now reported both here and in the middle west that further large sales have been made on frigorificos to speculators at extremely high prices. Although there has been large trading on these during the past week there are still fair supplies available of October, November and December salting. Brazils are strong with a sale noted of 2,000 Bahias at 22½c. Importers are now offering 5,000 more at 23c. Spot lots of Mexicans were active and high prices realized. About 2,000 Vera Cruz sold at 23c. ex. "Monterey" and about 2,100 mixed Mexico cities and countries brought 23c. 600 Mexico city packers sold at 24c. with importers now talking 25c. for further business. Cubans are strong and a sale noted of 600 Gibaras, 45 to 50 lbs. average, at 21½c. Havanas are quoted at 22 to 22½c. as to weights. A small lot of about 100 Chilians averaging brought 21c.

# HEARN West Fourteenth St., New York

## NO MEATS BUT EVERYTHING GROCERIES IN DRY GOODS LIQUORS AND APPAREL

### Boston.

Country hides are in fairly active demand, with strong prices. Offerings are pretty well cleaned up and the market in general shows an upward tendency. With some tanners prices are incidental, as it is a question of getting the hides suitable for their leather. Ohio extremes have sold at 23½ to 24c. in fairly good-sized lots. Ohio buffs are not as active as extremes are but are firmly held at 21½ to 22½c. Because of the advances in western hides fictitious values have been placed on southern. Best northern-southern extremes are offered 21½ to 22c. 25/60's quoted at 1c. less. The market on New England skins is stronger, with extremes offered at 22c. flat and all weights at 21c. The Canadian market remains in about the same condition, with prices about the same as for New Englands. Very few hides are being offered for sale.

### FOR SINCERITY IN ADVERTISING.

"Many of the majestic structures with which Europe has rejoiced the eyes and uplifted the hearts of all the world were built in the Middle Ages by the craftsmen of the guilds," says Alvan Macauley, president of the Packard Motor Car Company, in an article on honesty in doing business. "The massive cathedrals, with their rose windows and their heavenward pointing spires; the spacious, dignified town halls; the very guild-halls, such as the Cloth Hall of Ypres, rose under the patient, careful workmanship of these associated artisans. The youth, apprenticed early, followed the father in the rank of master workman, and successive generations devoted their best of brain and hand to worthy building.

"Pride of workmanship was the common bond of craftsmen then. That which took shape under the expert hand was accounted the best testimony to the skill and honesty of its maker. If good, it was his chiefest honor. If indifferent, it was his sternest criticism.

"To protect good standards was one of the main purposes of the guilds. They had examiners whose duty it was to scrutinize work. They refused their hallmark—which was their advertising emblem—to the cheap and the inadequate. Their whole influence was thrown on the side of excellence, and their sincerity gained for them such prestige that they were able to fix the standards even of coinage—the pound sterling, the guinea, and the guildler.

"The rise of new conditions, principally the introduction of machinery, overthrew the guilds. Unable to reform to meet the new situation, the guilds passed away. Their

work has survived them for centuries, eloquent monuments to careful honesty and creative and interpretative artistry. And it would be well for the quality and the permanence of work nowadays if something of the ancient guild method of judging products could be set up in modern times.

"Truth is the splendid slogan of the Associated Advertising Clubs of the World. It must be well known to that organization that there is in the public prints much over-praising of underdone work.

"The evil effects of this tendency are apparent. A false value is attached to minor achievements. The commonplace is awarded the praise that should go only to genuine, work and to products of high quality. Real art is outraged, and good taste dulled. The public loses confidence in published words which are not backed by worthy goods.

"Responsibility for this condition must be shared by the advertising writers who produce this copy, the manufacturers who endorse it, and the publishers who spread it broadcast. The whole masquerade calls for action on the part of the Associated Advertising Clubs of the World. That organization might well empower a committee to sit as a tribunal before which extravagant claims might be put to the test.

"Manufacturers who are jealous of their reputations and the good name of their products ought to back up a committee like that. There are such manufacturers—many of them. Some of them are conspicuous for the restraint they exercise in describing their products. In the automobile industry, the Pierce-Arrow Motor Car Company is one, the Dodge Brothers another, to name only two of them.

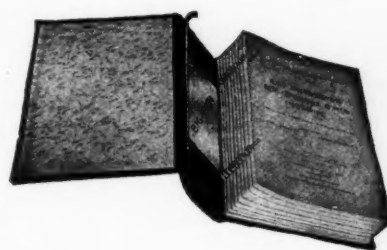
"But the list of those who should be checked in their wild charges through the dictionary is much longer. The blue sky is their only limit, and the superlative is to them merely a faint beginning. They are more than ridiculous. They are dishonest. Lacking self-restraint, they should be made to feel restraint, and the proper source of that control is the great organization of publishers, advertisers and advertising craftsmen."

### SAVE YOUR NATIONAL PROVISIONER.

How often have you wished to refer to an article or an item of trade information or some valuable trade statistics in some back copy of *The National Provisioner*, only to find that copy lost or mutilated? You will

be glad to know that we have succeeded at last in securing a really practical binder. You can now have your *Provisioner* in the form of a handsomely bound book ready to refer to at any time.

The new binder is the simplest made. The binding is as simple as sticking papers on an



ordinary file. Each binder holds 26 copies of *The National Provisioner*, or an entire volume. The binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handy addition to your library.

By special arrangement with the manufacturers we can furnish you with this binder for only one dollar. Merely send us your name and address. Simply say: "Send me your binder. I enclose \$1." The binder will be sent promptly, all charges prepaid.

### CHICAGO LIVE STOCK MARKET.

(Continued from page 151.)

cided scarcity of desirable killing stuff after the range season closes, as there seems to be a marked shortage in local sections. Feeding lambs are holding down to about last week's level. A few lots of very choice, light-weight lambs have gone out at 10c., but \$9.75 takes bulk of the lambs that weigh 60 lbs. or better with some of the 65 to 70-lb. varieties around \$9.50. Wednesday's early estimate was 28,000 head, and up to 10 o'clock indications pointed to about a steady range as compared with Tuesday's average.

We quote:

Natives—Good to choice lambs, \$9.85@10.35; poor to medium, \$9@9.50; culls, \$8@8.50; fat ewes, \$7@7.25; poor to medium, \$6.25@6.75; culls, \$4@5.50; breeding ewes, \$7.50@8.25. Westerns—Good to choice lambs, \$10.25@10.50; fat yearlings, \$8@8.75; fat wethers, \$8@8.50; fat ewes, \$7.15@7.40; feeding lambs, \$9.50@10; feeding wethers, \$7@7.50; feeding yearlings, \$7.75@8.25; yearling breeding ewes, \$9.75@10.25.



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Common to prime steers.....	\$6.25@9.40
Oxen and stags.....	—@—
Bulls.....	5.00@ 7.00
Cows.....	3.25@6.25

## LIVE CALVES.

Live calves, com. to fair, per 100 lbs....	9.00@13.00
Live calves, grassers.....	6.00@ 7.00
Live calves, fed.....	—@—
Live calves, culls, per 100 lbs.....	7.00@ 8.50

## LIVE SHEEP AND LAMBS.

Live lambs, ordinary to fair.....	10.50@10.75
Live lambs, yearlings.....	—@—
Live lambs, culls.....	@ 8.00
Live sheep, ewes.....	6.00@ 7.00
Live sheep, culls.....	@ 3.50

## LIVE HOGS.

Hogs, heavy.....	@10.00
Hogs, medium.....	@10.15
Hogs, 140 lbs.....	@10.15
Pigs.....	@ 9.85
Roughs.....	@ 8.85

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy.....	15 @15½
Choice native light.....	14½ @15
Native, common to fair.....	13 @14

### WESTERN DRESSED BEEF.

Choice native heavy.....	@15
Choice native light.....	15 @15½
Native, common to fair.....	14½ @15
Choice Western, heavy.....	@14
Choice Western, light.....	@12
Common to fair Texas.....	@10½
Good to choice heifers.....	@11
Common to fair heifers.....	@10½
Choice cows.....	@10
Common to fair cows.....	@ 9½
Fleshy Bologna bulls.....	10 @10½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	18 @19	19 @20
No. 2 ribs.....	15 @17	@17
No. 3 ribs.....	11½ @14½	@15
No. 1 loins.....	18 @19	@21
No. 2 loins.....	15 @17	@18
No. 3 loins.....	11½ @14½	@15
No. 1 hinds and ribs.....	@18	17½ @18
No. 2 hinds and ribs.....	@16	@16
No. 3 hinds and ribs.....	@14	14 @15
No. 1 rounds.....	13½ @14	@14
No. 2 rounds.....	11½ @12	@13
No. 3 rounds.....	10½ @11	@12½
No. 1 chucks.....	@12½	@13
No. 2 chucks.....	10½ @11	@12½
No. 3 chucks.....	8½ @9½	@12

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@20
Veals, country dressed, per lb.....	@19
Western calves, choice.....	@18½
Western calves, fair to good.....	@16
Grassers and buttermilks.....	@13

## DRESSED HOGS.

Hogs, heavy.....	@13
Hogs, 180 lbs.....	@13
Hogs, 160 lbs.....	@13½
Hogs, 140 lbs.....	@14
Pigs.....	@14½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@16½
Lambs, choice.....	@15½
Lambs, good.....	@15
Lambs, medium to good.....	@14½
Sheep, choice.....	@14½
Sheep, medium to good.....	@13½
Sheep, culls.....	@12

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@20
Smoked hams, 12 to 14 lbs. avg.....	@19
Smoked hams, 14 to 16 lbs. avg.....	@19
Smoked picnic, light.....	@14½
Smoked picnic, heavy.....	@14
Smoked shoulders.....	@14
Smoked bacon, boneless.....	@20
Smoked bacon (rib in).....	@18
Dried beef sets.....	@28½
Smoked beef tongue, per lb.....	@30
Pickled bellies, heavy.....	@16½

## FRESH PORK CUTS.

Fresh pork loins, city.....	23 @24
Fresh pork loins, Western.....	21 @22
Frozen pork loins.....	17 @19
Fresh pork tenderloins.....	@25
Frozen pork tenderloins.....	@24
Shoulders, city.....	@18
Shoulders, Western.....	@16½
Butts, regular.....	@19
Butts, boneless.....	@22
Fresh hams, city.....	@20
Fresh hams, Western.....	@19
Fresh picnic hams.....	@15

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	75.00@ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	65.00@ 70.00
Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	60@ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	85.00@ 90.00
Horns, avg. 7½ oz. and over, No. 1's.....	125.00@150.00
Horns, avg. 7½ oz. and over, No. 2's.....	@ 75.00
Horns, avg. 7½ oz. and over, No. 3's.....	@ 50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@23c.	a pound
Fresh steer tongues, untrimmed.....	@16c.	a pound
Fresh cow tongues.....	@15c.	a pound
Calves' heads, scalded.....	@65c.	apiece
Sweetbreads, veal.....	40 @85c.	a pair
Sweetbreads, beef.....	25 @30c.	a pound
Calves' livers.....	@25c.	a pound
Beef kidneys.....	14 @15c.	a pound
Mutton kidneys.....	@10c.	a pound
Livers, beef.....	11 @13c.	a pound
Oxtails.....	10 @12c.	apiece
Hearts, beef.....	9 @10c.	a pound
Rolls, beef.....	@30c.	a pound
Tenderloin, beef, Western.....	30 @35c.	a pound
Lamb's' fries.....	8 @10c.	a pair
Extra lean pork trimmings.....	@20c.	a pound
Blade meat.....	@17c.	a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 4½
Suet, fresh and heavy.....	@ 7
Shop bones, per cwt.....	25 @35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	*
Sheep, imp., medium wide, per bundle.....	*
Sheep, imp., medium, per bundle.....	*
Sheep, imp., narrow, per bundle.....	*
Hog, free of salt, tes. or bbls., per lb. f. o. b. New York.....	@50
Hog, extra narrow, selected, per lb.....	@70
Hog, middles.....	@12
Beef rounds, domestic, per set, f. o. b. New York.....	@13
Beef rounds, export, per set, f. o. b. New York.....	@18
Beef hungs, piece, f. o. b. New York.....	@15
Beef middles, per set, f. o. b. New York.....	@40
Beef weasands, No. 1s, each.....	@ 7½
Beef weasands, No. 2s, each.....	@ 4
Beef bladders, small, per doz.....	@75

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	22½	24½
Pepper, Sing., black.....	18½	20½
Pepper, Penang, white.....	22	24
Pepper, red.....	22	25
Allspice.....	6	8½
Cinnamon.....	21	25
Coriander.....	10	12
Cloves.....	19	22
Ginger.....	18	21
Mace.....	65	60

## SALTPETRE.

Refined.....	30 @31
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## GREEN CALFSKINS.

No. 1 skins.....	@ 41
No. 2 skins.....	@ 39
No. 3 skins.....	@ 28
Branded skins.....	@ 32
Ticky skins.....	@ 33
No. 1 B. M. skins.....	@ 39
No. 2 B. M. skins.....	@ 21
No. 1, 12½-14.....	@4.40
No. 2, 12½-14.....	@4.15

No. 1 B. M., 12½-14.....	@4.15
No. 2 B. M., 12½-14.....	@2.45
No. 1 kips, 14-18.....	@4.65
No. 2 kips, 14-18.....	@4.40
No. 1 B. M. kips, 14-18.....	@4.40
No. 2 B. M. kips.....	@2.25
No. 1 heavy kips, 18 and over.....	@5.10
No. 2 heavy kips, 18 and over.....	@4.85
Branded kips.....	@3.50
Heavy branded kips.....	@4.50
Ticky kips.....	@3.50
Heavy ticky kips.....	@4.50

## DRESSED POULTRY.

### TURKEYS.

Fresh killed, dry-packed—	
Spring broiling, 2½ to 3 lbs., each.....	30 @35
Spring, 6 to 8 lbs., each.....	25 @30
Old hens, dry-pkd., avg. best.....	20 @20
Old toms, scalded.....	27 @28
Old toms, dry-picked.....	20 @20

### CHICKENS.

Fresh, dry-packed, 12 to box—	
Western, milk fed, 17 lbs. to doz. and under, lb.....	30 @
Western, milk fed, 18 to 24 lbs. to doz.....	30 @
Western, milk fed, 25 to 30 lbs. to doz.....	@28
Western, milk fed, 31 to 36 lbs. to doz.....	@20
Western, corn fed, 17 lbs. and under to doz.....	@28
Western, corn fed, 18 to 24 lbs. to doz.....	@28
Western, corn fed, 25 to 30 lbs. to doz.....	@26
Western, corn fed, 31 to 36 lbs. to doz.....	@24

### Fresh soft-meated, barrels—

Phila. and L. I., fancy, 8 to 4 lbs. to pair.....	30 @32
Va., milk fed, broilers.....	@27
Western, dry-pkd., 3 to 4 lbs. to pair.....	@26
Western, corn fed, 7 and over lbs. to pair.....	24 @25

### Fowls—12 to box, dry-packed—

Western, boxes, 60 lbs. and over to doz., dry pkd.....	@23½
Western, boxes, 48 to 55 lbs. to doz., dry-picked.....	@23
Western, boxes, 43 to 47 lbs. to doz., dry-picked.....	@22
Western, boxes, 38 to 42 lbs. to doz., dry-picked.....	@21
Western, boxes, 30 to 35 lbs. to doz., dry-picked.....	@20
Western, boxes, under 30 lbs. to doz.....	@19

### Fowl—Barrels, iced—

Western, boxes, 5 lbs. and over.....	@22½
Western, boxes, 4 to 4½ lbs. dry-picked.....	@22
Old Cocks, per lb.....	@15½

### Fowl—bbls.—

Southern and S. W., large.....	@21
Other Poultry—	
Squabs, prime, white, 10 lbs. to doz., per doz.....	5.25@5.50
Long Island fresh ducklings.....	@22
Geese, Western, fancy.....	@—

## LIVE POULTRY.

Chickens.....	20 @21
Fowls.....	19 @20
Roosters, old.....	@13½
Turkeys.....	@20
Geese, per lb.....	@—

## BUTTER.

Creamery, extra (92 score).....	@35
Creamery, higher (scoring lots).....	35½ @36
Creamery, Firsts.....	34 @34½
Process, extras.....	32 @32
Process, Firsts.....	30½ @31½

## EGGS.

Fresh gathered, extras.....	39 @40
Fresh gathered, extra firsts.....	37 @38
Fresh gathered, firsts.....	33 @36
Fresh gathered, seconds.....	31 @33
Fresh dirties, No. 1.....	28½ @29
Fresh chex, prime to choice.....	@27

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@30.00
Bone meal, raw, per ton.....	@35.00
Dried blood, high grade.....	@ 3.70
Nitrate of soda—spot.....	@ 3.00
Bone black, discard, sugar house del. New York.....	nom. 21.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia.....	3.65 and 10c.
Garbage tankage.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.50 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos-Lime.....	@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	nom. @2.70 and 35c.
Sulphate ammonia, for shipment, per 100 lbs., guar. 25%.....	@ 4.00
Sulphate ammonia, per 100 lbs., spot, guar., 25%.....	@ 4.00

